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Front cover photograph

Lord Brown, Minister of State, Board of Trade, on October 26 inaugurated a new export drive to Canada when he was host at a press reception at the Board of Trade headquarters in London to meet the Canextour team. (*See introduction to article on page* 1067).

The 'Canextour' team are seen here with Lord Brown; (Left to right) Mr. I. G. Grant, Market Officer, Toronto; Mr. C. W. Blackman, British Trade Commissioner, Toronto; Mr. Noel S. Belam, Principal British Trade Commissioner, Vancouver; Lord Brown, Minister of State, Board of Trade; Mr. Shaun Stewart, MC, British Commercial Counsellor, Ottawa; Mr. Gordon Husted, British Trade Commissioner, Manitoba, Saskatchewan and North West Ontario; Mr. B. C. Harries, British Trade Commissioner, Montreal; Mr. C. N. Mann, Market Officer, Montreal; Mr. G. R. Latham, British Trade Commissioner, Atlantic Provinces.

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How the CEC will encourage exports to Canada

By P. C. ALLEN, Chairman of the Committee for Exports to Canada.

This is the sixth and final in a series of articles on Canada in anticipation of 'Canextour' which began at the end of October. Previous articles in the series were published on October 1, October 8, October 15, October 22 and October 29 respectively. During the tour two teams of British Trade Commissioners from Canada will interview some 800 British firms with the object of increasing our exports to this valuable market.

NINETEEN SIXTY-SEVEN will see in Canada the centenary of Confederation and of the birth of Canada as a nation. It will be a tremendous year there, with the great Montreal Exposition and many other exhibitions and fairs as part of the celebrations, and it is to be hoped that Britain will play its part by showing that in 1967 the tide has really turned in our trade difficulties with Canada.

The problem of British trade with Canada is a serious one – last year Canada outsold Britain by two to one, the figures being something under £200 million for British sales to Canada, and something over £400 million for Canadian sales to Britain – but it is far from insoluble.

For 100 years now the trade between the two countries has shown a favourable balance to Canada, and there is nothing in this which calls for anxiety when it is realized that Britain buys many essential raw materials and foodstuffs from Canada.

The problem is not that we buy more from Canada than she buys from us, but that the difference is so great and has grown so fast in recent years that our deficit with Canada is something like one-third of our total national trading deficit. Particularly in the last few years the import of Canadian manufactured goods has been increasing.

The answer as I see it is not to attempt to redress the balance by cutting down or impeding Canadian imports, but to sell more British goods in Canada – and the Committee for Exports to Canada, one of the regional committees of the British National Export Council, has been set up for that purpose and is now addressing itself to its task of encouraging British exporters.

The Committee has a dual function; to create and develop interest at home in exporting to Canada and to encourage and promote activities in Canada which will make Canadians more aware of opportunities for buying British goods so as to stimulate sales. In this work the Committee is co-operating closely and fruitfully with the British Government Commercial Officers in Canada and with the British Canadian Trade Association there.

Membership of the Committee

The Committee is made up of 14 industrial members and three members appointed from Government departments. The industrial members live in different parts of the United Kingdom, and between them they cover a wide range of British industries and products so that it can be said that, as far as can be achieved with a group of 14, British industry and Britain geographically are well covered.

All the members of the Committee were chosen because of their interests and associations with Canada, and each has an area of Canada in which he takes a special interest. For our purpose Canada is divided into five natural geographic areas, namely, the Atlantic Provinces, Quebec, Ontario, the Prairie Provinces, and British Columbia. Each of these areas has at least two members of the Committee who take a special interest in its problems, while I as chairman am particularly concerned with relations with the Canadian Government and the British High Commissioner in Ottawa.

Since it was formed last October the Committee has met seven

These pictures were taken at the first Export Achievement dinner held by the Committee for Exports to Canada at Innholders Hall, London, on April 30, to honour notably successful exporters to Canada. Above (left to right): Mr. Douglas Jay, President of the Board of Trade, Mr. Peter Allen, chairman of the CEC, and Mr. W. L. Morris, managing director of James Bertram & Sons Ltd., Leith. In the background are (left): Mr. Donald Kerr, Overseas Controller, Central Office of Information, and Sir Ralph Perring, vice-chairman of the CEC. The committee's second Export Achievement dinner, at which 18 successful exporters to Canada were honoured in the presence of Lord Brown, Minister of State, Board of Trade, was held on October 25. Below (left to right): Two of the guests, Mr. J. S. Paul, of Emu Wool Industries (Export) Ltd., Keighley, and Mr. H. C. Hinder, of Stacatruc Ltd., Birmingham, with Mr. E. G. Hurst; a member of the committee.

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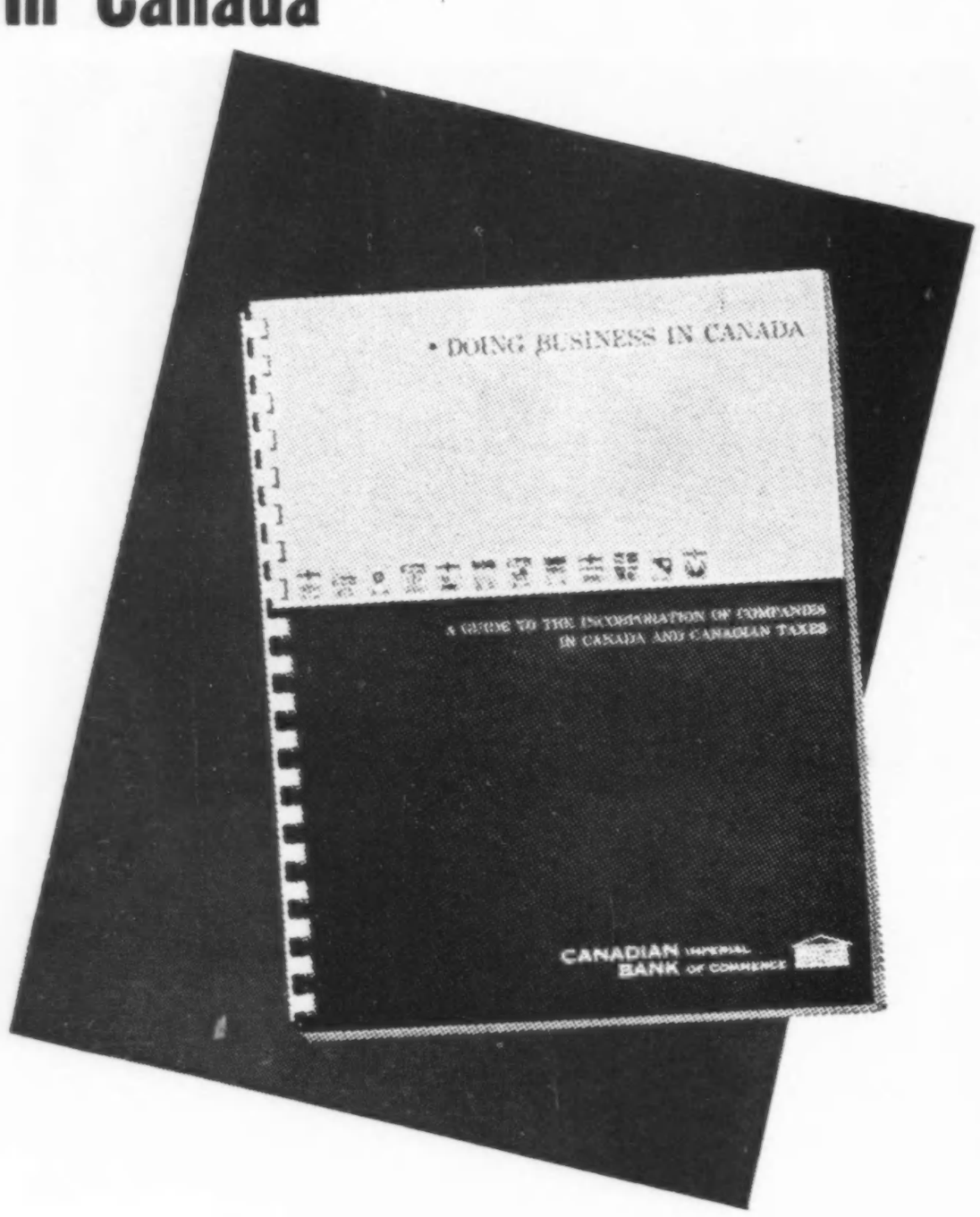
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times. In order to divide up the work the Committee has separated into two groups – the Capital Goods Group, which under my chairmanship is concerned with such goods as electric generators, motor buses and ships' fittings, and the Consumer Goods Group, which has Sir Ralph Perring as chairman, and is concerned with consumer products such as furniture, clothing and foodstuffs.

One of the Committee's activities has been to support the British Government and others in trying to persuade the Canadian Government to make changes in those sections of the Canadian Customs Act which had the effect of unwittingly discriminating against British importers, and the result of these representations has been that concessions were made in this year's Canadian Budget which went a good way towards removing this British grievance.

Selling to Canada

The Committee has published a booklet called 'Selling to Canada', written by Kenneth McGregor, a former Senior British Trade Commissioner in Ottawa, and aimed at those British manufacturers who do not already sell in Canada or who have not met with success. In this connection let it be said that the Committee has found that there is no feeling of any desire not to buy British in Canada, but it is undoubtedly true that the Canadian market is a difficult one, with the proximity of the huge industrial potential of the United States and a tendency for tastes and acceptance of goods to have a North American flavour. The booklet has been widely distributed throughout industry (and also in Canada) and has been extremely well received. Further requests for copies reach the Secretariat every day.

The Committee has also published pamphlets on the changes in the Canadian Customs Act and on the Display Centres operated by the British Canadian Trade Association in Toronto and Montreal. These Centres, which are being paid for out of BCTA funds, are primarily intended for the use of firms making their first attempt to enter the Canadian market and those not already represented by agents. Such firms are charged no rent, while those already established in Canada pay extremely moderate charges. I should emphasize that the Centres are in no sense a permanent exhibition but a *display facility* which may be used for a few days, a week or fortnight by a firm or Trade Association in either or both cities. The Centres were first used by the North American Trade Mission organized early last summer by the Export Council for the Giftware Industry and led by Mr. Elkan Simons, a member of this Committee. Next came Ercol Furniture Ltd. who, like the Giftware men, have reported remarkable success in generating new business. Since then five other firms have used the Centres, and the publicity given them is now bearing fruit. A very respectable number of applications to show from individual firms are being dealt with, and discussions are also under way with Trade Associations. Although the space available is modest (some 1,200 square feet in each case), we feel the Centres answer a real need and are

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 925 of October 15 issue.

A standee bus, one of a £300,000 export order of 31 for Canada, was among passenger vehicles displayed by Duple Motor Bodies Ltd. at a London exhibition opened by Sir Ian Orr-Ewing, MP, on October 25. Sir Ian said that the bus was of special interest because standee vehicles of this type had been forecast for London and other British cities with rush-hour problems. 'This represents the first export order received from Canada for British buses for many years,' said Sir Ian, who was opening an exhibition of new coaches arranged at Hendon by Duple Motor Bodies. 'The order was won in the face of strong foreign competition, from Japan among others.' Mr. G. R. White, Duple Group managing director, said that the 31 buses were for the city of Edmonton, Alberta. The standee vehicle will seat 44 as well as allowing maximum space for standing passengers. The order includes three vehicles for the city of Calgary. The 'standee', a single-decker, is built on a Daimler SRC 6 rear-engined chassis with automatic transmission. Many features have been developed to meet special Canadian needs – these include laminated safety-glass windscreens, special ventilation equipment and double-glazing throughout. The heating system will cope with temperature variations of over 100 degrees F.

giving valuable service. Apart from the fact that no rental charge is made, the great advantage for firms with limited resources is that the BCTA staff, working with the Trade Commissioners, can ensure that each show is seen by the right potential customers, and that opportunities are given for screening and selecting agents on the spot.

Other methods are also being employed to bring British products to the direct attention of Canadian buyers. A Directory of British Products in the Canadian Market is being prepared in collaboration with the BCTA and a publishing house in Toronto in the form of supplements to specialized trade magazines which are published by this firm. Another Canadian publisher of trade magazines is putting out a series of 'satellite issues', giving editorial accounts of British products in the sector of industry covered by each particular magazine.

On the retail front the Committee co-operates with the Board of

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Trade and other organizations in the preparation of store promotions – such as Eaton's massive coast-to-coast British Fortnight last month, which has been reported as an unqualified success, and the opening of the Halifax Shopping Centre, which was attended by the Mayor of Halifax, Yorkshire.

Members of the Committee and its Secretariat have paid many visits to Canada since it was set up a year ago and have also visited Chambers of Commerce in Britain to encourage them to send selling missions to Canada. As a result the Birmingham Chamber of Commerce and Industry sent a mission last month, and the Westminster Chamber is to organize such a visit early in 1966. Discussions have also been held with the Glasgow Chamber of Commerce, and it is expected that, either on their own account or in conjunction with the Scottish Chamber, they will also send a mission to Canada early next year. Other Chambers, it is foreseen, will follow suit. Committee members also encourage inward or outward missions in their own industrial fields – Mr. Frank Mason, for instance, has been closely involved with a visit this month of Canadian telecommunications' engineers, sponsored by the Telecommunication Engineering and Manufacturing Association.

Finally there is Canextour, a venture which we have enthusiastically supported. We feel our rôle falls particularly in ensuring that the follow-up is penetrating and long lasting, and the Committee is to discuss this and other aspects of the tour at a meeting with the team later this month. Apart from this, we and our sponsors organized a meeting in London for the team (which was attended by some businessmen from London, South East England and East Anglia); we have provided the Trade Commissioners with our publications; and we have had the pleasure of entertaining them. Lord Brown, the Minister of State at the Board of Trade, and 18 notably successful exporters to Canada at an 'Export Achievement' Dinner – the second we have held – at Innholders Hall in the City of London on October 25.

These, then, are the problems and the organization set up to help meet them – but what are the prospects?

Good, we think. Canada has a buoyant, indeed, a booming, economy; the population, now close to 20 million, and the standard of living, second only to that of the USA, are both rising. The demand for all kinds of goods is going up fast and a measure of the opportunities for our exports is shown by the Economic Council of Canada's forecast that imports into Canada will rise by over £1,000 million from the 1963 level to a total of £3,400 million by 1970.

For us in Britain this is a great opportunity – provided that we make what Canada wants and market it vigorously.

BPC plans 'Quality and Reliability Year'

PLANS FOR 'Quality and Reliability Year' to start next October were announced by Mr. Geoffrey H. Jolly, chairman of the British Productivity Council, in London on October 29. Mr. Jolly said that the campaign had been planned by the BPC on behalf of British industry in its widest sense, and with the active support of the national employers' organizations, the TUC and a large number of management and technical bodies. The National Council for Quality and Reliability had been particularly closely associated with the plans.

Mr. Jolly said: 'British industry well holds its own in Quality and Reliability with any country of the world. For example, the German consumers' periodical often extols British imports at the expense of home goods. But everything is not perfect and in all industrial nations – as in the United Kingdom – some products at some time may fail to give satisfaction. We want to set our sights on the best QR and keep them there in the future, as we have tried to do in the past.

'Some firms are, inevitably, better than others. In QR as in all other aspects of efficient production, no one firm has a monopoly of all the best ideas. The BPC has, therefore, been encouraged to perform its traditional role of collecting and disseminating information about the best methods and encouraging positive action to adopt them.

'This action is intended to involve everyone at all levels. Good quality and reliability come from concerted action by all concerned, whatever their job. Small working groups of management, supervisors, technicians and operatives, including shop stewards, are almost certain to improve QR if they are encouraged to examine existing procedures critically.'

Describing arrangements for QRY, Mr. Jolly said: 'During the period between now and October 1966, when QRY starts officially, we shall be extending our list of firms that intend to participate; we shall be gearing up the activities of our 132 Local Productivity Committees and Associations (including the QR study groups already formed by 50 of them), in discussing what can be done and is being done; we shall encourage the formation of more QR teams working within factories to make production more efficient.

'The teamwork of QR was compatible with that of the joint production committees now being discussed in Government and other circles. The objectives were similar – efficient production involving good quality and reliability. When a firm set up a joint production committee, that committee might well be encouraged to include QR in its activities. In doing so, it would have the benefit of all the local and central resources of the BPC. It was hoped that such firms would join in LPC/A activities so as to exchange experience with other firms for the benefit of all.

'This campaign could be a major break-through in placing British goods in a most favourable position not just to retain, but to improve their place in world markets.' Continued Mr. Jolly: 'QR – raising quality and lowering costs – is good business. It can also be very good for morale, on which so much depends. We already have evidence of what can be done to improve team spirit by the setting-up of groups chosen from all levels in a factory, to apply to a problem their varied experiences and outlook, knowing that good solutions are likely to be adopted.

'Manufacturing industry remains basic to our living standards, and we are concentrating to a large extent on that sector. But this does not exclude other sectors of the economy. QR applies equally within many of the vital sectors that are not usually included under manufacture – mining, agriculture and building, or the services on which they depend, such as distribution, power, transport or local government. Also, whether in manufacturing or elsewhere, we wish to include and involve every department or section.'

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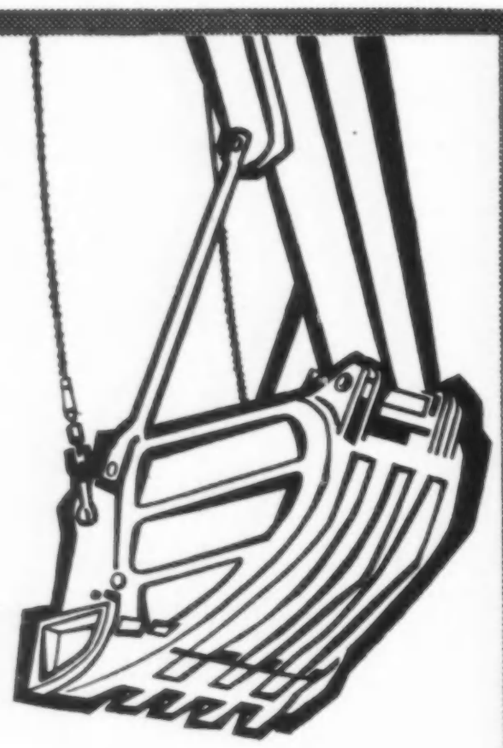

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EFTA—'the most economic progressive group in Europe'

—Mr. Douglas Jay

'EFTA IS NOW by common consent the most successful, the most harmonious, and the most progressive economic group in Europe.' This was said by Mr. Douglas Jay, President of the Board of Trade, when he spoke at the British Import Union luncheon in Copenhagen on October 29. The President said that EFTA was the greatest value to Britain.

'It thrives and grows because it is held together by deep and genuine bonds of common interest and sentiment. It is founded on the principle of discussion and agreement between Ministers responsible to their own electorates, and is multi-national rather than supra-national. It is genuinely outward-looking. It seeks to expand trade within its own boundaries without imposing any new barriers against trade with the rest of the world.'

Continuing, he said 'that in practice' EFTA had proved an outstanding success as a free trade area. Between 1959, when it was founded, and 1964, trade within EFTA had increased by nearly 80 per cent. In the first six months of 1965 it had risen by a further 11 per cent compared with the same months of 1964. By the present year, therefore, trade within EFTA had nearly doubled since the Stockholm Treaty was signed. Few international ventures had ever proved so successful so quickly. Seldom, if ever, had international trade within any group of countries increased at so rapid a rate.

'It is worth remembering these achievements in the midst of the discussions, agreements and disagreements on the various issues which come up from time to time for decision among EFTA members. EFTA has now built up a strength which guarantees its survival as a freely trading group of nations, whatever its relations may be in future with wider groups,' he added.

The President said that by January 1967 the programme of tariff reductions on industrial goods within EFTA would be complete. EFTA would then represent a tariff-free market of nearly 100 million people with a very high standard of living. But it was not a purely industrial free trade area. The rise in trade in agricultural products since the Stockholm Treaty was signed had been nearly as great as the rise in industrial trade – partly thanks to the increased market which the United Kingdom had granted to agricultural exports from Denmark. But EFTA was not a purely tariff-reducing group either. It was also removing, and was determined to go on removing, other barriers to trade. On a number of other issues, such as standardization, restrictive practices, the right of establishment, origin markings, and so forth, it was working, and would continue to work, towards greater cohesion.

'Not merely has EFTA's total internal trade rapidly increased, but so has Britain's trade with the rest of EFTA. Between 1959 and 1964 Britain's imports from EFTA rose by 60 per cent, and our exports to EFTA by 62 per cent. In 1965 both imports and exports have risen further. Trade between the United Kingdom and Denmark has also increased rapidly, at around 40 per cent each way. But Britain still imported a much higher total of goods from Denmark (£187 million) in 1964 than we exported to Denmark (£121 million). Again, in 1965, British trade with Denmark has increased both ways.

'It is now clear that Britain's temporary import surcharge has had far less effect on EFTA's exports to Britain than was feared a year ago. In the first nine months of 1965 Britain's imports from EFTA increased further by 5 per cent over and above the very high level of 1964. Indeed, our imports from every EFTA country except one have increased since the surcharge was imposed, and from one EFTA country they have actually increased by 50 per cent. It is the intention and wish of the British Government that the surcharge should be reduced as soon as our balance of payments and the balance within our economy make this possible. But to reduce it too soon would undermine the vigorous recovery now being achieved in the British economy and would weaken sterling to the disadvantage of the rest of EFTA and the Sterling area. This would be damaging to all of us, and the British Government is for this reason determined not to relax its policies too soon.'

Concluding, the President said that at the moment sterling was much stronger, and the British economy was in a far better balance than a year ago; and our trading partners in EFTA and elsewhere, as well as Britain itself, would benefit greatly from this improvement.

Ministerial meetings of the EFTA Councils, Copenhagen, October 28–29

The following communiqué was issued at the conclusion of the European Free Trade Association meetings in Denmark:

'The EFTA Council and the Joint Council of EFTA and Finland met at Ministerial level in Copenhagen on October 28-29, 1965. Mr. Per Haekkerup, Danish Foreign Minister, was in the chair. The agenda of the meetings involved a discussion by Ministers of a wide range of matters concerning the internal and external relations of EFTA.

'In the Joint Council of EFTA and Finland Ministers considered a report on the further development of EFTA co-operation. They noted with satisfaction the successful reduction of tariffs and other barriers to trade between the Member countries, which had contributed to an 80 per cent increase of EFTA trade since 1959, and so to the creation of a single market of almost 100 million people. As the Free Trade Area will be in full effect in fourteen months Ministers took a series of decisions to deal with other impediments to trade.

'An examination had been made in the past year of the provisions of the Stockholm Convention on restrictive business practices. Ministers agreed a series of steps for further implementing these provisions. A statement embodying these agreements is annexed to this communiqué.

'Ministers noted the considerable increase of EFTA trade in agricultural goods and agreed that proposals for the continued expansion of this trade should be examined. Ministers also recognized that dumped and subsidized exports of agricultural products to EFTA markets from third countries create difficulties in certain cases for member states and instructed the Council at official level to explore the possibilities of formulating appropriate proposals.

'Ministers decided by majority that, as from December 31, 1966, when the tariffs on EFTA industrial goods traded within the Area are reduced to zero, such goods may not benefit both from EFTA tariff treatment and from drawback.

'Ministers discussed the position of rebates of internal taxes on exported goods in a completed free trade area. They reached agreement in principle on a solution, with a temporary reservation by the Norwegian Delegation.

'Ministers had followed with interest the work of the Economic Development Committee and noted with satisfaction that it is now in a position to move forward toward an even more constructive and effective sphere of activity.

'The United Kingdom Delegation recalled the assurances previously given that the import charge was an essentially temporary measure which would be reduced and removed as soon as the balance of payments situation permitted. They pointed out that, as a result of the measures taken by the British Government, the deficit for 1964 would be about halved in 1965 and should be eliminated in the course of 1966. It would be premature at this stage to relax the charge further. In reaffirming the assurances previously given, they emphasized the determination of the British Government to maintain their present course until the balance of external payments had been restored. When this had been achieved, that would be the time to relax and remove the import charge and other restrictive measures which they had felt obliged to take.

'The delegations of the other EFTA countries expressed regret that the United Kingdom Government had not at this meeting been able to indicate any specific steps towards the removal of the import charge. They stressed the importance of its removal for their economies and trade with the United Kingdom, and for the furtherance of EFTA integration. They emphasized that the import charge had now been in force for 12 months and underlined the dangers that the charge would be built into the British economy. Their view was that the effects of the other remedial measures taken to improve the balance of payments should replace those of the import charge. They expected that the removal of the charge would have the highest priority.

'British Ministers promised to give full weight to these considerations.

'Taking note of the report from the first meeting of the new EFTA Economic Committee, Ministers stated their belief that this committee would be a valuable instrument of future EFTA co-operation.

'At their meeting on May 24 in Vienna, EFTA Ministers discussed the consequences of a continued separate evolution of

EFTA and the EEC. They there agreed that steps ought to be taken to bring about closer and more continuous contacts between the two groups in order to facilitate the removal of trade barriers and the promotion of economic co-operation in Europe; and considered that a meeting at Ministerial level between the EEC and EFTA would be desirable at the earliest opportunity which offered prospects of fruitful results.

'Having considered the matter further at their meeting in Copenhagen on October 28 and 29, EFTA Ministers reaffirm their conviction that a serious responsibility rests on governments to seek to ensure closer co-operation between the EEC and EFTA and to pursue policies promoting the growth of trade and the expansion of their economies. EFTA Governments are convinced that the possibilities of their final goal, a wide European Market solution, would be considerably improved if a dialogue were established between the EEC and EFTA at all possible levels, and EFTA stands ready for this.

'EFTA Ministers consider that the most immediate problem in relations between EFTA and the EEC is the European tariff issue. They believe that in this connection the primary aim should be to ensure a successful conclusion of the negotiations under the Kennedy Round. They also wish to examine with the EEC other subjects on which closer co-operation between European countries may promote an increase in their contribution to the development of trade. Preparatory work in EFTA has shown that national arrangements concerning industrial standards, patent laws and other items affecting trade between the two groups afford a wide field where fruitful co-operation could be developed. Studies of these subjects for co-operation will be pursued between EFTA countries. EFTA Governments are of the opinion that in these fields, as well as on other specific problems encountered in trade between the Community and EFTA, such co-operation would be of benefit to the whole of Europe.

'Ministers accepted a request from the Government of Yugoslavia for exploratory talks with a view to improving trade relations between Yugoslavia and the EFTA countries. Ministers decided that the initial phase of these talks should be conducted by the EFTA Council and the Secretary-General.

'Ministers paid warm tribute to Mr. F. E. Figgures, CMG on his retirement as Secretary-General. His contribution to EFTA had been of the highest order and they wished him success in his future activies. The Ministers also welcomed Sir John Coulson, KCMG, the new Secretary-General of EFTA, who takes over his new duties on November 1, 1965.

'At the invitation of the Norwegian Government, the next meeting at Ministerial level of the EFTA Council and the Joint Council of EFTA and Finland will take place in Bergen on May 12-13, 1966.'

Restrictive business practices: Annex

Following is the annex to the communiqué referred to above:

'Article 15 of the Stockholm Convention on restrictive business practices declares incompatible with the Convention certain practices and actions. These are, 'insofar as they frustrate the benefits expected from the removal or absence of duties and quantitative restrictions on trade between Member States':

(a) agreements between enterprises, decisions by associations of enterprises and concerted practices between enterprises which have as their object or result the prevention, restriction or distortion of competition within the Area of the Association;

(b) actions by which one or more enterprises take unfair advantage of a dominant position within the Area of the Association or a substantial part of it.

'Any firm which feels that its activities are hampered by practices of this nature taking place in another Member State may refer the case to the competent authorities in its own country.

'Ministers have reaffirmed their governments' readiness to examine with care complaints about restrictive business practices infringing Article 15 on the part of firms in their own territory, brought to their attention by another Member State, and in appropriate cases to deal with them by such methods as are available. Member States are ready to investigate cases wherever there is some prima facie evidence of infringement of Article 15 and they will not make such an investigation dependent upon the submission of a formal complaint or a fully documented case. As to the possibilities of taking action against infringement of Article 15, Member States have the ability to take administrative, and in many cases legal, measures.

'In practice, the following steps are normally envisaged:

(a) If a firm has drawn the attention of its authorities to a restrictive business practice in another Member State and it appears that the practice might be incompatible with Article 15 of the Convention, the matter will be taken up bilaterally with the Member State or States in whose territory the party or parties to the practice are located, according to the consultations procedure foreseen in Article 31. The bilateral discussions will be quite informal and confidential and will aim at ascertaining the facts of the case and at determining whether the restrictive business practice can be considered to contravene Article 15.

(b) If the bilateral discussions lead to a common agreement that the practice is incompatible with Article 15 the Member State will use administrative means to influence the parties and if this is unsuccessful will, in appropriate cases, consider using such legal powers of enforcement as are available to it.

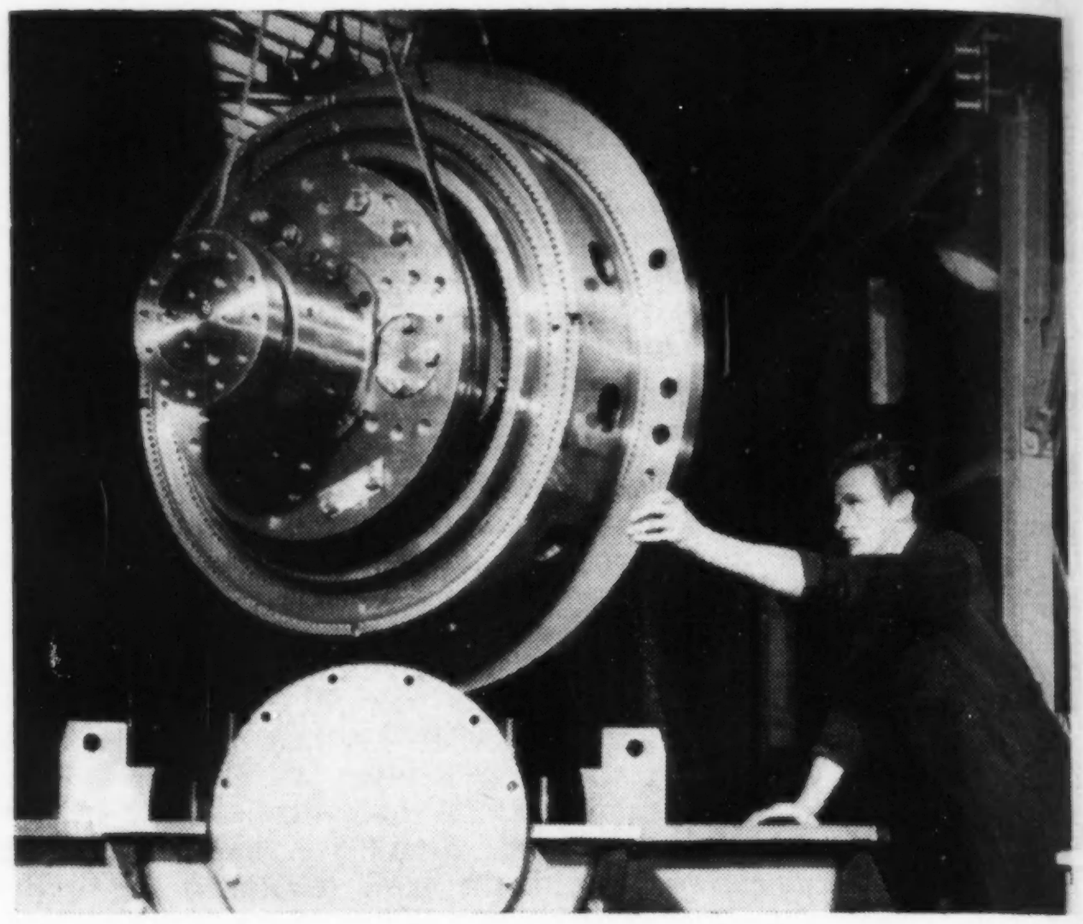
(c) Reports in general terms on these informal bilateral discussions and on the action taken will be circulated to all Member States via the EFTA Secretariat. Particular care will be taken by the Member States concerned in a given case not to reveal confidential facts. The aim of this exchange of information is to obtain that all Member States interpret the provisions of the Convention in the same way.

(d) If it has not been possible to resolve a case bilaterally, the case can be discussed informally on a multilateral basis. The matter may also be referred formally to the Council, i.e. a complaint may be lodged with the Council which may make recommendations or decisions by majority voting in accordance with Article 31 of the Convention.

'A working party of experts is requested to examine and report to the Council:

(a) whether legislative and administrative means available to Member States and the actual implementation of such legislation can ensure and will ensure in 1967 and onwards the effective implementation of Article 15;

(b) on the clarification of certain technical terms referred to in Article 15.'



An Allen-Stoeckicht marine propulsion epicyclic primary reduction gear after undergoing full power tests at the Gearing Division of W. H. Allen Sons & Co. Ltd., Pershore (Worcestershire). Built for Stal-Laval A.B. of Finspong, Sweden, and incorporated in their main propulsion steam turbine machinery for super tankers, this type of gear is designed for powers up to 18,000 *h.p. per gear unit.*

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

Chancellor's statement on temporary import charge

A STATEMENT on the renewal of the Government's powers to impose the temporary import charge was made in the House of Commons by Mr. James Callaghan, Chancellor of the Exchequer on October 29.

The Chancellor said: 'The charge has had considerable effect in curtailing our import bill and has thus played a valuable part in improving our balance of payments. The House is familiar with the measures which the Government have taken to achieve this objective. We have made considerable progress, but we still have a long way to go. Although confidence in sterling is markedly greater we still face a substantial deficit this year. Full recovery from so serious an imbalance as that which confronted us last October cannot be achieved in 12 months. The Government have accordingly decided that they cannot yet dispense with the import charge, and that to reduce the present rate of 10 per cent would be premature and might hamper our recovery and delay the removal of the charge.

'I reaffirm that the charge will be removed as our progress warrants it, that is to say when we have corrected the imbalance of the economy and in our external payments.

'As the House knows, the powers to impose the charge were provided by the Finance (No. 2) Act, 1964 and extend in the first instance until the end of next month. They may be further extended by Order approved in draft by the House of Commons. A draft will be laid before the House next Monday, November 1, and there will be an opportunity for debate in the new Session.

'The draft Order will provide for the continuation of the charge until the end of November 1966. This date is required by the wording of the 1964 Act. But the Government will, of course, continue to have power under that Act [Section 3(9)] to reduce or remove the charge at any earlier time if our economic circumstances permit.'

Tourist industry becoming more intense

—Mr. Roy Mason

A MESSAGE from Mr. Roy Mason, Minister of State (Shipping), at the Board of Trade was read to the annual general meeting of the British Travel Association in London on October 28. In a reference to the association's annual report the Minister said that the official figure of overseas visitors including those from the Republic of Ireland was 3 million, who spent a total approaching £200 million in this country, not including their fares, which in many cases were paid to British air or sea carriers. This sum represented a valuable contribution to our national earnings. Perhaps a decade or so from now, we could look forward to an intake of about 5 million visitors.

Continuing the Minister said: 'Let us not be too optimistic and let us, having reviewed past achievements, consider what tasks ahead are to be faced and how, broadly speaking, we can attack them. There is evidence – and we have got to face the fact – that revenue from tourism is tending to level off – though the world market is expanding and expanding fast. But, accepting this situation, and remembering how competition for the international tourist market is becoming more intense all the time, neither you in the British Travel Association nor we in the Government can afford to be complacent.

'We can none of us rest on our laurels and it is the continuing need for action that I want to emphasize. First of all, we must between us put increasing emphasis on the development side of tourism – it will be no good in the long run to promote tourism so successfully that visitors come in growing numbers but in too many cases discover, when they get here, that they cannot really enjoy the sort of holiday they want, either because Britain cannot provide the facilities and amenities they expect, or because congestion in our crowded islands is so great that they can neither stay nor move around in comfort and in safety'.

He said that this year had seen one innovation which held out some hope of relieving congestion at the peak of the holiday season in late July and early August: for the first time in history the date of a bank holiday was changed to bring about better staggering of holidays and encourage holiday-taking in September. This bank holiday experiment would continue, and would indeed be extended to Whitsun during the next three years, after which we should have to consider what might be done on a more permanent basis.

Next year, too – and much more important – all but one of the examining bodies would be completing before July started the school examinations for the GCE at both O and A levels. This kind of innovation, together with the 'gradual unrolling of the road programme' and the building of new hotels and so on, would obviously give us a better basis for looking after our growing intake of visitors.

'But I am sure too that we have to be ready to cater for visitors with specialized requirements – not all tourists wish to stay or can afford to stay at the big hotels. I commend and endorse your efforts to encourage the establishment of more and better camping and caravan sites in Britain; I am very conscious that this is a sphere where our standards do not yet in general match those of several of our continental competitors', he added.

Lord Rhodes speaks of British industrial successes in Mexico City

IN A SPEECH to the British Chamber of Commerce at Mexico City on October 26, at a luncheon given in his honour, Lord Rhodes, Parliamentary Secretary, Board of Trade, said: 'The main purpose of my visit to Mexico is to do what I can to encourage the development of commercial and industrial links between our two countries, and also to carry out an on-the-spot survey of the opportunities for increased trade and investment. Mexico has one of the fastest expanding economies in the Western Hemisphere and your need for capital goods of all kinds is growing year by year. Britain is a traditional supplier of Mexico and there is every reason to suppose that opportunities for the sale to Mexico of those capital goods which Britain has to offer will continue to increase as this dynamic country expands her industries.

'We have also produced the remarkable new transistorized marine radar equipment. Britain has supplied transformers for the world's highest voltage (735 KV) power transmission link, to be commissioned in Canada in 1966. And recently the heaviest and longest submarine power cable ever made was installed, in New Zealand.

'Britain is the world's largest exporter of commercial vehicles and British tractors and diesel engines have supplied a large share of the Mexican market. I am delighted to hear that the Mexican Government have approved an application from one of the British tractor producing firms for permission to manufacture their tractors in Mexico and that some of the British diesel engine manufacturers have also received approval for their projects. My government are very pleased that British firms are being enabled to contribute to Mexico's economic development in this way. In the production of machine tools Britain occupies an important position in the world and I am glad to see that during this year we have considerably increased our sales of machine tools to Mexico. I hope that the British industrial exhibition which is to be held in Mexico in the autumn of 1966 will show what Britain can offer in the way of machine tools and other advanced industrial equipment.'

'American market wide open for British goods'

SPEAKING AT A recent press conference in London, Lord Watkinson, Chairman of the Committee for Exports to the United States, said that the American market was wide open for British goods. 'Our products rate well both in price and quality, and a real enthusiasm exists in America for British-made products,' he said.

The conference followed discussions between his Committee and four executives from the British-American Chamber of Commerce on the Committee's promotional plans for exports to America during 1966. These include arrangements for a car show in Los Angeles, the opening of the British Trade Centre in New York and numerous store promotions of British goods.

Whilst in Britain the four executives have been on an export-boosting tour, attending meetings and conferences in Edinburgh, Glasgow, Leeds, Birmingham, Leicester and Cardiff. Among the British firms visited were manufacturers of electronic equipment, leather goods, knitwear, glassware and agricultural machinery. The team was particularly impressed with the enthusiasm amongst the smaller manufacturers.

Lord Watkinson emphasized the importance of test marketing products and reminded the press conference that his Committee had published a booklet, 'Marketing in the United States', which provides suggestions for British manufacturers who are interested in the American market.

'More use should be made of Government services to exporters'

ALTHOUGH LORD BROWN, Minister of State, Board of Trade, was indisposed and had to cancel a visit to Liverpool on October 29, where he was to speak at the annual dinner of the Liverpool Branch of the Institute of Export, his speech was read for him by Mr. J. F. Barnett (director, Lykes Lines Ltd.), immediate Past Chairman of the Branch.

The Minister of State congratulated the Institute of Export on producing a flow of people at all levels with a deep knowledge of the complexities of export. He acknowledged the help of the Mersey Docks and Harbour Board in connection with the Board of Trade's work on the simplification of export documents, and he also acknowledged the value of the Institute of Export's publications.

Referring to the services now provided by the Board of Trade to help exporters, the Minister of State said: 'Coming as I have from industry into Government Service, I have to confess that I was very pleasantly surprised by the extent of these services, the vigour with which they are being provided and the degree of imagination with which it is seeking to extend them and make them more useful all the time. I will refer to them briefly under separate headings.

Export Promotion Ventures Overseas

'The Board of Trade organize and support 91 events concerned with trade fairs, British Weeks, store promotions etc. and on the whole these have been extremely successful, particularly the last British Week in Milan. Other major events are in preparation.

'For example some 41 store promotions, chiefly in North America, are being prepared now.

The British National Export Council

'This is now well established and is making a real contribution to the export drive. It is being supported in all its sub-associations by the efforts of hundreds of extremely important and experienced business people. The country owes a debt to them for putting their efforts into a movement designed to help exporting in general.

Publications

'There are too many of these for me to mention individually. They embody the experience of our Commercial representatives overseas and are being used by industry on an increasing scale. I think there is scope for more use by industry of many of these publications. For example the weekly *Board of Trade Journal* should be the subject of a subscription by every firm who has the least pretentions to export, but the circulation is still too limited. The *Export Services Bulletin* which is published daily, should have a circulation at least three times the current level, for it contains details of inquiries from overseas markets of a vast variety and each inquiry is in itself an opportunity for some British exporter presented to him on a plate through this service. I am sorry to tell you that some of these inquiries published in this way receive very little support from British exporters in the way of response and at least partially, this is because a small number of British firms receive this journal daily.

Overseas publications

'The Central Office of Information nowadays expounds this question of giving publicity to Britain's goods and to our export effort in general, extremely zealously. Many firms in industry do not realize how essential it is that they should feed data about their products and their efforts to the Board of Trade or to the Central Office of Information direct. How many realize that the BBC in its foreign broadcasts is not fettered as it is in this country and can, in fact, make references to particular products.

Call Export Intelligence

'This is an imaginative service which has proved a very great success. I spent some time in a large office in the Board's Export Services Branch this week where members of the staff were constantly involved with receiving telephone calls for help from firms all over the country. It gave me a great thrill to realize that industry is using this service on a growing scale.

'Too many small British firms do not as yet sufficiently realize that if they are to succeed on this job of selling goods abroad then the internal structure of their management needs re-orientation towards export markets', continued the Minister of State. 'It needs a situation where a managing director knows specifically who is responsible for each market in which he is interested, who is responsible for orientating the design of his products to that market and who is responsible for seeing to it that orders are delivered to that market on due date. Such orientation to export means the creation often of new roles, the specific allocation of resources to the people occupying those roles and the clear responsibility to those people to achieve precise targets of sale or output or achievement in terms of new designs for those markets. We have got to bring to this question of organizing for export a professionalism based on specific knowledge. I am having a look now at the setting up of a number of clearly described models of the different types of organization that might be variously deployed for different markets or goods. These would define clearly the different forms which organization can take in terms of the use of agents in this country, or agents overseas, or direct representation overseas, or groups of firms employing directly salesmen overseas, or group support of stocks overseas, in fact all the various combinations and permutations which can be considered when thinking about exporting matters. If we can define these different models, if we can get further definition of different types of agents, factory representatives, stockists' distributors, franchise holders etc., so that when we talk about those things we have a precise language and we can understand each other, then I think our education about export matters will be forwarded and I think this might be a valuable means through which your Institute could teach more people the mechanisms of export. I hope something specific will emerge from this work in due course.'

Queen's Award to Industry - Advisory Committee

THE MEMBERSHIP of the Committee to advise on the choice of candidates for the Queen's Award to Industry were announced in a written reply in the House of Commons by Mr. Harold Wilson, the Prime Minister, on October 28. The Committee, under the Chairmanship of Sir Laurence Helsby, Head of the Home Civil Service, are as follows:

Sir William Black, Chairman, National Research Development Corporation; Sir William Carron, President of the Amalgamated Engineering Union and a member of the General Council of the TUC; Sir Maurice Dean, Permanent Secretary, Ministry of Technology; Sir Maurice Laing, President, Confederation of British Industries; Sir William McFadzean, Chairman, British National Exports Council; Lord Kings Norton, Chairman, The Metal Box Company; Sir Richard Powell, Permanent Secretary, Board of Trade; Sir Robert Wynne-Edwards, Chairman, Council of Engineering Institutions. The Joint Secretaries are Mr. L. Reid and Mr. J. de Pauley, at the office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1.

Visit of Japanese atomic energy survey team

THE JAPANESE Atomic Energy Commission, who are studying their future policy on power reactor development, have sent a team of leading Japanese scientists, engineers and industrialists to this country. The team includes senior representatives of the Japan Atomic Energy Research Institute, the Japanese Atomic Energy Commission, Government Departments, electrical power companies and industrial research organizations, led by Mr. Kaneo Niwa, President of the Japan Atomic Energy Research Institute.

The team arrived in London and began their programme with discussions at the UKAEA London office on October 29. This visit is to be followed by visits to the Authority's prototype Advanced Gas-cooled Reactor at Windscale in Cumberland, the Dounreay Experimental Reactor Establishment at Caithness, Scotland, and the Atomic Energy Establishment at Winfrith, Dorset.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

'On the Braden Beat' Calls Export Intelligence

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

In the Associated Television programme 'On the Braden Beat' on Saturday, October 16, Bernard Braden tested the efficiency of the Commercial Departments at a number of British Embassies and the value of their service to exporters. The results of this test are shown in the transcript of the programme published with Mr. Braden's agreement on this page.

The help that British businessmen can receive from the 200 commercial teams in British Embassies, Consulates and Trade Commissions throughout the world has been stressed in the Board of Trade's 'Call Export Intelligence' advertisements as one of many services provided by the Government for exporters. Since the beginning of April these advertisements have been bringing home to management at all levels the comprehensive free service that is available to help them with exporting.

To date more than 5,500 telephone calls directly traceable to the campaign have been received at the Board of Trade's Export Intelligence Headquarters in London (City 9633) and at their Regional Offices in England, Scotland and Wales. About 30 per cent of the inquiries received have been for guidance on a firm's individual export problem; some 25 per cent have been seeking information on the most likely markets for their products overseas; almost 20 per cent have sought information on tariff and import regulations; and a large percentage have wanted help in finding a good agent or have asked about the status of foreign firms. Many have been given help with arrangements for overseas business visits and given introductions to overseas buyers. Others have sought details of the overseas contracts out for tender which are published daily in the Board's Export Service Bulletin (annual subscription £10 10s. 0d. including postage).

The 'Call Export Intelligence' campaign is continuing with a series of advertisements drawing attention to particular aspects of this personal, confidential service to British businessmen. A new advertisement is appearing this week drawing exporters attention to the fact that UK industrial goods have a 70 per cent tariff advantage in EFTA countries and that Export Intelligence can do much to help firms find profitable markets in these rich and economically expanding countries.* Other advertisements in the current series deal with finding a good agent, the value of an overseas visit to investigate the market, the range of Board of Trade publications available to assist exporters, and the *Board of Trade Journal* itself.

Bernard Braden

Following recent criticism of the Government's services for exporters, Mr. Braden sought the co-operation of a small firm in Bethnal Green. The story of how the test was made 'out of the blue' is told in Mr. Braden's own words in this extract from his Television programme:

'We approached Mr. Gerald Kaufman, the manager of this small firm that makes ornamental fringes and tassels and asked him if he could afford half a day off to call some embassies and consulates abroad and see what response he got. It sounded like a good joke to Mr. Kaufman, who began by calling the Export Intelligence department of the Board of Trade. He was promptly and efficiently given the phone numbers of all the commercial attaches in the centres he asked for and was offered the services of the Board's own expert in his field. Mr. Kaufman first rang the embassy at Brussels; prepared for a pretty quick brush off. Not at all. The man at Brussels suggested Mr. Kaufman's firm could exhibit at a forthcoming British show in Belgium and rang back an hour later with the names and phone numbers of interested people among the leading soft-furnishing dealers in Belgium.

'At Zurich the embassy promised to find out who was interested in ornamental fringes and tassels and two days later Mr. Kaufman received in the post a list of useful Swiss contacts. The same thing happened in Vienna.

'In Paris the embassy warned Mr. Kaufman that the market was difficult but prepared a short-list of suitable contacts. At Rome the embassy said that Milan would probably provide a better market for fringes, but arranged contacts in both Rome and Milan.

'By now Mr. Kaufman was getting interested and decided to put a call through to New York. The embassy there promised to have someone spend an entire day exploring the fringe and tassel market, which they said they thought would be promising. Now all these phone calls were completed within three hours. It's fair to say that this small firm would never have thought of exploring this kind of market, but Mr. G. Rosen, the head of the firm was so impressed with the help and information Mr. Kaufman received, that he is now considering a trip to America. So on the basis of our little experiment Britain's embassies are firmly geared to helping small businessmen get into the export market. Isn't it nice to be able to report a story like that?'

* *See following page*

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
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The European Free Trade Association has 7 full members: Austria, Denmark, Norway, Portugal, Sweden, Switzerland and U.K. Finland is a close associate.

U.K. industrial goods already have a 70% tariff advantage in EFTA countries.

First step into this rich market:

Call EXPORT INTELLIGENCE

at the Board of Trade

SINCE JULY 1960 the EFTA countries have reduced import duties on virtually all U.K. manufactured goods by 70%. At the end of this year they drop another 10%. They disappear completely on December 31st, 1966. Then, through this free trade area, the 'home market' for British industry will in effect be doubled.

First step into EFTA

Many businessmen are already finding outlets in these rich and economically expanding EFTA countries. The time to establish yourself is *now*. For help finding contacts, and getting a profitable sales programme under way, call Export Intelligence.

They will explain how to claim reduced EFTA tariff rates. They can give you information on market conditions, help you find a good, reliable agent, tell you all about the competition, local trading methods, documentation.

Export Intelligence covers the world

It offers British businessmen a free, personal and extraordinarily comprehensive service.

If you want to enter new overseas markets, we could probably help you cut several corners and even prevent you making expensive, time-wasting mistakes.

Call Export Intelligence – now.

CALL US FOR . . .

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Call us at . . .

HQ: London CITy 9633

Telex 25977

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Birmingham
MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
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TATe Gallery 4355 Telex 25991
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TATe Gallery 6271 Telex 25991
Manchester
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Newcastle 27575 Telex 53178
Workington 3788

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicant for temporary exemption. Representations should be received by November 19, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Magnesium sulphate, containing not less than 0·05 %by weight and not more than 1·0% by weight of potasium compounds calculated as K.	Calcined magnesium sulphate.	December 31, 1966	6686
29.13	4 - Acetyl - 3 : 7 : 7 - trimethylbicyclo [4 : 1 : 0] hept-2-ene.	3 : 7 : 7 - Trimethyl - 4 - acethyl-bycyclo (4 : 1 : 0) hept-2-ene.	December 31, 1966	6767
29.22	3 - Methylaminopropylamine.	N-Methyl propane diamine	December 31, 1966	6765

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31, on the following items which are at present temporarily exempt from import duty.

Tariff Heading	Description	Reference
28.30	Titanic chloride	6550
29.13	Norethisterone	8859
29.23	Dextropropoxyphene hydrochloride	2339

The Measuring Instruments (Intoxicating Liquor) Regulations, 1965

ON AND AFTER July 31, 1966 it will be unlawful to use for trade any measuring instrument, such as a beer dispenser, for dispensing intoxicating liquor in quantities between a quarter pint and a gallon, unless the instrument has been tested and stamped in accordance with Board of Trade Regulations. On and after July 31, 1967 it will be unlawful to use any such instrument for dispensing less than a quarter pint, such as a spirit dispenser, which has not been so tested and stamped.

The new Regulations – the Measuring Instruments (Intoxicating Liquor) Regulations 1965 – lay down requirements for the construction, inspection, testing and stamping of measuring instruments for intoxicating liquor which is to be sold to the public for consumption on the premises where it is sold.

Between July 31, 1966 and July 31, 1967 the use of unstamped spirit dispensers will continue to be lawful; but in the case of most spirits (gin, rum, vodka and whisky) the public will know how much they should get, and will be protected against getting short measure by virtue of Part VI of Schedule 4 of the Weights and Measures Act 1963 and of Section 24 of that Act. Section 24 makes it an offence to give short measure of any goods; and after July 31, 1966 Part VI of Schedule 4 will require these kinds of spirits to be sold for consumption on particular premises only in one of certain fixed quantities or in a multiple of that one quantity (e.g. a 'double' or a 'treble'); this quantity must be specified in a notice displayed where buyers can readily inspect it.

Inspectors of weights and measures were enabled to start the testing and stamping as from October 28.

The Regulations are contained in Statutory Instrument 1965 No. 1815 Copies can be obtained from HM Stationery Office, York House, Kingsway, London, W.C.2, or branches. Price 6d. per copy (or 9d. by post from HM Stationery Office, PO Box 569, London, S.E.1.)

Note: The prescribed quantities of the spirits are one quarter, one fifth or one sixth of a gill and multiples thereof.

These Regulations do *not* apply to beer engines which do not measure how much they deliver.

Pending an order providing otherwise, it will still be necessary to sell draught beer and draught cider in a stamped capacity measure.

Application for anti-dumping duties on polyvinyl chloride

THE Board of Trade give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957 of anti-dumping duties on poly(vinyl chloride), being suspension homopolymers, whether or not compounded, in the form of solid particles at least 90 per cent of which by weight pass through a sieve having a nominal width of aperture of 1·00 mm. and conforming to British Standard 410: 1962 imported from Italy, Japan and Norway.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than November 19. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

Import Duties (Temporary Exemptions) (No. 6) Order 1965

THE TREASURY have made The Import Duties (Temporary Exemptions) (No. 6) Order 1965.

This Order provides that the goods listed in Schedule 1 mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be exempt from import duty, until December 31, 1965, or such other earlier date as may be specified.

The Order came into operation on November 3, 1965, and has been published as Statutory Instrument 1965 No. 1830.

Copies are obtainable direct from HM Stationery Office, price 6d.

Import Duties (General) (No. 7) Order

THE TREASURY has made the Import Duties (General) (No. 7) Order, 1965, No. 1831.

This Order removes the import duty on certain attapulgite clay on certain calcined dolomite (powdered Vienna lime).

This Order came into operation on November 3, 1965.

Copies of the Order are obtainable direct from HM Stationery Office, price 3d.

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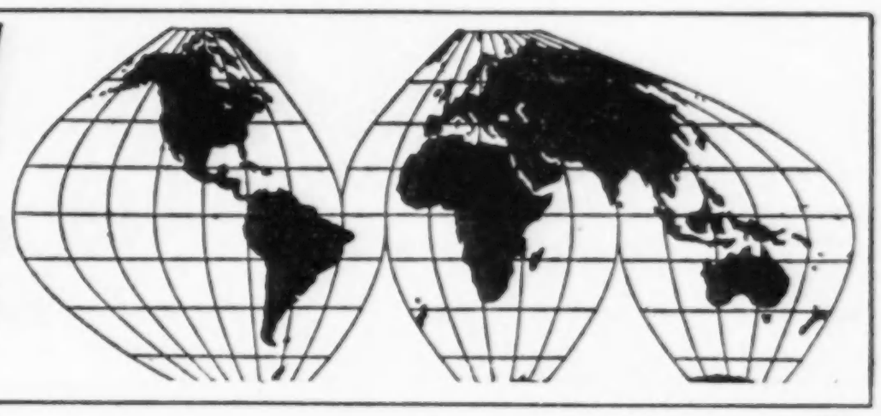
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Three new berths at Vittoria Dock, Birkenhead and four new 13,000 ton Priam Class cargo liners are now building.

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BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2 · STD/051 CEN 5630 · TELEX 62236

Import Duty Drawbacks (No. 8) Order, 1965

THE TREASURY have made the Import Duty Drawbacks (No. 8) Order 1965.

This Order

(i) amends Article 2 of the Import Duty Drawbacks (No. 10) Order 1964 to allow for the insertion in Schedule 2 to that Order of entries which, under section 2(5) of the Finance Act 1965, do not specify a rate of drawback;

(ii) provides for the allowance of drawback of import duty on the exportation of
  (a) certain imported glass bottles incorporated in complete feeding bottles for infants,
  (b) dextrins and certain modified starches and starch adhesives manufactured from imported maize starch or milo starch, and
  (c) certain moulding compounds manufactured from specified imported polyoxymethylenes;

(iii) revokes the provision for drawback of import duty on the exportation of certain exposed cinematograph film manufactured from specified imported unexposed film entered to Customs or delivered from bonded warehouse before October 31, 1962;

(iv) varies the rates of drawback of import duty on exported railway fishplates, steel-rule die-blocks and picking sticks manufactured from imported wooden veneer sheets.

The Order came into operation on November 3, 1965, and has been published as Statutory Instruments 1965 No. 1832.

Copies are obtainable from HM Stationery Office, price 6d.

United States: UK Scientific Mission

THE United Kingdom Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The Library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

Cryogenics Engineering Conference. (Report No. 65/62). October 1965. 13 pages. — A summary of papers given at the conference held at Rice University, Houston, August 23-25, 1965 on space environmental simulators; the characteristics of hydrogen slush, and on work on cryogenic and superconductive magnets. It also summarizes the cryogenics research projects in progress at Rice University.

Health, Trace Elements and Water. (Report No. 65/63). September 1965 6 pages. — Describes a round-table discussion between experts at the 1965 International Water Quality Exposition held in Washington, August 24-26, 1965 on the effect on health of trace elements and contaminants in our water supply.

British boat mission to United States

BRITISH boat builders and makers of marine engines and equipment hope to double their exports to the United States as a result of a 25-man trade mission, the main body of which arrived back in Britain on October 22 after an 18-day coast-to-coast tour. The mission was organized by the Ship and Boat Builders National Federation and the British National Export Council.

Mr. John F. Threlfall, president of the SBBNF, who led the mission said on his return 'I am quite sure that when the full results of our mission take effect we shall be able to double our exports to the United States. We have been able to find out at first hand just how our boats and equipment can sell in most of the major boating centres which we have covered in our visits to Boston, Chicago, Seattle, San Francisco, Houston, Miami and New York.

'Many of our members have received orders; dealers and distributors have been signed up, and, where they already exist, they have been strengthened and encouraged by our visit. The golden rule of exporting is to visit markets personally and our travels have proved this point completely.

'The possibilities of exporting sailing craft and equipment to the United States are substantial. There is a tremendous amount of follow-through work to be done, both by the individual members of the mission and by the SBBNF in conjunction with the British Consular staffs involved'.

Restrictive Trade Practices Act, 1956

Removal from the Register of an agreement under Section 12

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956 authorizing him to remove from the register particulars of the following three agreements:

(i) between the Ward Adams Company Limited, Dennis Harold Ward, Dennis George Wheston and Francis H. Ward and Son Limited;

(ii) between the members of the National Association of Frozen Food Producers; and

(iii) between the Clayton Crane and Hoist Company Limited and the Aabacas Engineering Company Limited.

Section 12 of the Act provides that the Board of Trade may, upon the representation of the Registrar, give directions authorizing him to remove from the register particulars of such agreements as appear to the Board of Trade to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each of House of Parliament a statement containing particulars of the agreements to which the directions relate and this has been done on October 26.

Notes:

1. The agreements to be removed from the register relate to the following matters;

(i) *Strip metal crates for carboys and seamless polythene containers*
The agreement concerns certain restrictions on production;

(ii) *Frozen Food*
The agreement concerns recommendations by the Association relating to freezing, handling and packing;

(iii) *Electric hoist blocks*
The agreement concerns certain restrictions on production.

2. Seventy-seven previous directions have been issued by the Board of Trade. The last one appeared in the *Board of Trade Journal* on July 30, 1965.

Statement by the Minister of State (Home) Board of Trade

Upon receiving representations from the Registrar of Restrictive Trading Agreements, the Board of Trade, under Section 12 of the Restrictive Trade Practices Act, 1956, gave three directions, namely:

on August 18 a direction in respect of an agreement relating to the production of seamless polythene containers and strip metal crates for carboys between the Ward Adams Company Limited, Dennis Harold Ward, Dennis George Wheston and Francis H. Ward and Son Limited, particulars of which are contained in the register under No. 2749;

on October 19 a direction in respect of an agreement relating to the freezing, handling and packing of frozen foods between the members of the National Association of Frozen Food Producers, particulars of which are included in the register under No. 2508; and

on October 22 a direction in respect of an agreement relating to the production of a type of electrical hoist block between the Clayton Crane and Hoist Company Limited and the Aabacas Engineering Company Limited, particulars of which are included in the register under No. 2942.

The directions authorized the Registrar to remove from the Register of Restrictive Trading Agreements all the particulars contained therein of these three agreements.

BoT investigation into the affairs of H. S. Whiteside & Co. Ltd.

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165 (b) of the Companies Act, 1948, have appointed Mr. Rondle Owen Charles Stable, QC and Mr. Arthur Robert Oldcorn Slater, Chartered Accountant, to act as Inspectors to investigate the affairs of H. S. Whiteside & Co. Ltd.

Economic trends in October

The October 1965 issue of Economic Trends, published on Friday, October 29 (HM Stationery Office, price 6s.), provides detailed estimates of national income and expenditure up to the second quarter of 1965.

Seasonally adjusted figures are given for the first time for unemployment and unfilled vacancies in Great Britain.

Advance factories in Northern Ireland

THE MINISTRY of Commerce in Northern Ireland announce that in Northern Ireland the present availability in the Advance Factory scheme has changed very considerably in recent weeks and there are only four completed factories which now remain unallocated.

Three of these, each of 18,000 sq. ft. (10,000 sq. ft. production area) are situated at Dunmurry, Kilkeel and Magherafelt the distance from Belfast being 5 miles, 42 miles and 35 miles, respectively; the fourth (30,000 sq. ft. – 20,000 sq. ft. production area) being situated also at Dunmurry.

Of the eight Advance factories still under construction, two of 30,000 sq. ft. each have already been allocated; the largest (over 105,000 sq. ft.) will be complete by the end of 1965 and the others, varying from 18,000 sq. ft. to 50,000 sq. ft. in area, will be due for completion between May and September of 1966.

Already a further 14 Advance factories are in course of planning – five of 18,000 sq. ft., four of 30,000 sq. ft., three of 50,000 sq. ft. and two of 70,000 sq. ft. these being inclusive areas; and it is anticipated that the first of the series should be ready within 12 months.

Major companies expand in Northern Ireland

IMPERIAL CHEMICAL INDUSTRIES LTD. state that production for Terylene yarns at their factory near Carrickfergus, Co. Antrim, is to be approximately doubled, providing employment for a further 700 men. Floor area is to be increased from 395,000 to 700,000 sq. ft.

AEI announce 'a major achievement' at their 600,000 sq. ft. turbine works at Larne, Co. Antrim – the completion of the largest turbine so far built at Larne, which is also believed to be the most powerful steam turbine for a United Kingdom nuclear power station that has ever been run on test as a complete unit.

Report on the development of Tees-side Industrial Estate

SEVEN DISTINGUISHED experts who have worked together as a Project Group under the leadership of Professor J. H. Napper, Professor of Architecture in the University of Newcastle-upon-Tyne, have prepared a report in which they make recommendations as to the development of the new Board of Trade Industrial Estate at Thornaby, Tees-side. The report described the site and its location relative to Tees-side, discusses the recommended principles of development, outlines the proposed development plant and lay-out of services, and evolves a sequence of development by stages, with suggestions for controlling growth and maintaining the integrity and good appearance of the estate while it is growing up.

Copies of the report are obtainable from the Secretary, Industrial Estates Management Corporation for England, Team Valley, Gateshead-on-Tyne 11.

Ministry of Technology opens North West Regional Office

INDUSTRY in the North West can now expect from the Government increased assistance, encouragement and advice in the use of the most modern methods and equipment. This will come from the North West regional office of the Ministry of Technology which is now open at Sunley Building (11th Floor) Piccadilly Plaza, Manchester, 1. Tel: Deansgate 9111.

The regional office will implement locally the aims of the Ministry to help industry to make the best use of advanced technology by all possible means; particularly by providing information of the latest technical developments, also by collecting information to guide the Ministry in planning future technical support.

NEW FACTORY OPENED IN SCOTLAND

Mr. H. Bernstein (right foreground), managing director of Lomond Joinery Ltd., a member of the John Wallace Group, describes one of the automated processes in door manufacturing to Mr. William Ross, Secretary of State for Scotland (second right foreground), after Mr. Ross had opened the new factory at Dumbarton recently. At the present time 40 workers are employed at the factory, but the number is likely to increase to 100 during the next year.

American company announces expansion in Scotland

A THOUSAND new jobs within two years is expected from expansions announced in Falkirk recently by Playtex Ltd., and its wholly owned subsidiary Sarong Ltd. Three new developments are involved, the biggest of which is the setting up of a new manufacturing unit in Falkirk which will employ 500 people. To do this the company will take over the 40,000 sq. ft. Board of Trade factory to be built in the area under the Advance Factory Programme announced last November. There are also expansion plans for the company's Johnstone factory where approximately 250 will be added to the workforce and at Port Glasgow which will remain the Administrative and Manufacturing headquarters and servicing unit for all Playtex activities in Scotland, where over a £100,000 addition to the existing distribution centre will give rise to additional employment.

(*Continued from following page*)

	Campbeltown	Highlands and Islands
	Dingwall Group (Dingwall Invergordon)	
Hamilton	Dunoon	
Larkhall	Fort William	
Motherwell	Inverness	
Uddingston	Kirkwall	
Wishaw)	Lerwick	
Paisley Group	Lochgilphead	
(Johnstone	Oban	
Paisley	Portree	
Renfrew)	Stornoway	
Peterhead	Thurso	
Rothesay	Wick	
Sanquhar	Turriff (Branch Employment Office Area)	
Shotts		
Stranraer		

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Development Districts under the Local Employment Act, 1960

THE FOLLOWING is the present list of Development Districts under the Local Employment Act, 1960. Any changes in the list will be announced in the *Board of Trade Journal* when they are made.

The Districts are defined in terms of Ministry of Labour Employment Exchange Areas or Groups of Areas within which there is an established pattern of daily travel to work. In the case of Groups the separate Areas which make up each Group are shown.

BOARD OF TRADE REGIONS

NORTHERN

Amble
Ashington
Aspatria
Bedlington
Bishop Auckland Group
(Bishop Auckland
Crook
Shildon)
Blyth
Chester-le-Street Group
(Birtley
Chester-le-Street
Houghton-le-Spring)
Consett
Darlington
Durham
Guisborough
Hartlepools Group
(Hartlepool
West Hartlepool)
Haswell
Horden
Loftus
Millom
Prudhoe
Saltburn
Seaham
Seaton Delaval
Spennymoor
Stanley
Sunderland Group
(Pallion
Southwick-on-Wear
Sunderland
Washington Station)
Tees-side Group
(Billingham
Middlesbrough
Redcar
South Bank
Stockton and Thornaby)
Tyneside Group
(Blaydon
East Boldon
Elswick
Felling
Gateshead
Jarrow and Hebburn
Newburn
Newcastle
North Shields
South Shields
Walker
Wallsend
West Moor
Whitley Bay)
Whitby
Whitehaven Group
(Whitehaven
Cleator Moor)
Wingate
Workington Group
(Cockermouth
Maryport
Workington)

NORTH WESTERN

Barrow-in-Furness Group
(Barrow-in-Furness
Dalton-in-Furness)
Birkenhead Group
(Bebington
Birkenhead
Wallasey)
Liverpool Group
(Bootle
Crosby
Garston
Kirkby
Liverpool
Old Swan
Regent Road (Liverpool)
Walton)
Prescot
Ulverston
Widnes

YORKSHIRE AND HUMBERSIDE

Bridlington

SOUTH WESTERN

Bideford
Camelford
Falmouth
Gunnislake
Helston
Ilfracombe
Liskeard Group
(Liskeard
Looe)
Newquay Group
(Newquay
Perranporth)
Penzance Group
(Penzance
St. Ives
St. Mary's)
Redruth Group
(Camborne
Redruth)
Wadebridge

WALES

Aberdare Group
(Aberdare, Mountain Ash)
Ammanford Group
(Ammanford
Garnant)
Anglesey Group
(Amlwch
Beaumaris
Holyhead
Llangefni)
Bargoed Group
(Bargoed
Blackwood
Pontlottyn
Ystrad Mynach)
Blaenau Ffestiniog
Bridgend Group
(Bridgend, Pontycymmer)
Caernarvon Group
(Bangor
Bethesda
Caernarvon
Penygroes)
Caerphilly Group
(Caerphilly
Senghenydd)
Ebbw Vale Group
(Ebbw Vale, Abertillery,
Brynmawr, Newbridge,
Tredegar)
Llanelly Group
(Burry Port
Gorseinon
Kidwelly
Llanelly
Pontardulais
Tumble)
Maesteg Group
(Maesteg, Cymmer)
Merthyr Tydfil Group
(Dowlais
Merthyr Tydfil
Treharris)
Milford Haven
Neath Group
(Neath, Resolven
Pembroke Dock
Port Talbot
Pontypridd
Porthcawl
Pwllheli Group
(Portmadoc
Pwllheli)
Rhondda Group
(Ferndale
Tonypandy
Treorchy)
*Rhyl
Swansea Group
(Swansea, Swansea Docks,
Morriston)
Tonyrefail Group
(Pontyclun
Tonyrefail)
Ystalyfera Group
(Pontardawe
Ystalyfera)

SCOTLAND

Aberdeen Group
(Aberdeen
Inverurie
Stonehaven)
Anstruther
Ardrossan Group
(Ardrossan
Irvine
Kilwinning
Stevenston)
Ayr Group
(Ayr, Troon)
Banff
Bathgate Group
(Bathgate
Broxburn
East Calder
West Calder)
Buckie
Cumnock
Dumbarton Group
(Alexandria
Dumbarton
Helensburgh)
Dundee/Broughty
Ferry
Dunfermline Group
(Burntisland
Cowdenbeath
Dunfermline
Inverkeithing)
Falkirk Group
(Bo'ness
Bonnybridge
Falkirk
Grangemouth
Linlithgow)
Fraserburgh
Girvan
Glasgow Group
(Barrhead
Bridgetown
Clydebank
Glasgow Central
Glasgow South Side
Govan
Hillington
Kinning Park
Kirkintilloch
Maryhill
Parkhead
Partick
Rutherglen
Springburn)
Greenock Group
(Greenock
Port Glosgow)
Kilbirnie Group
(Dalry
Kilbirnie)
Kilmarnock Group
(Kilmarnock, Newmilns,
Stewarton)
Kilsyth
Kirkcaldy Group
(Kirkcaldy
Glenrothes
Leven & Methill)
Lanark
Lesmahagow
Newton Stewart
North Lanarkshire Group
(Airdrie
Bellshill
Blantyre
Cambuslang
Carluke
Coatbridge
East Kilbride

*On the 'stop list', i.e. the Board of Trade are not at present accepting applications for assistance under the Local Employment Act. Projects will however qualify for the 'free depreciation' scheme set out in the Finance Act of 1963.

(*Continued at foot of previous page*)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, OCTOBER 26

Situation of UNCTAD

Mr. Douglas Jay, President of the Board of Trade, was asked whether HM Government would propose that the new United Nations body concerned with trade and development should establish its main office in the capital of Scotland, in view of the existing pressure on space and housing in London and of the proved suitability of Edinburgh as a conference centre. In reply Mr. Roy Mason, Minister of State (Shipping), Board of Trade, said that he did not think that for practical reasons any city in the United Kingdom except London would be likely to be found acceptable by the other governments represented on the Trade and Development Board of UNCTAD.

Imports of furniture

Asked if he would state the total value of furniture imports in the United Kingdom for the year 1964 and the first half of 1965; and what percentage of such imports came from Eastern European countries, including Yugoslavia, Mr. George Darling, Minister of State (Home), Board of Trade, gave the following information:

Imports of furniture into the UK

Period	Total imports	Percentage coming from Eastern Europe including Yugoslavia*
	£'000	
January-December 1964	8,327	40·4
January-June 1965 .	4,248	36·6

*Soviet Union, Estonia, Latvia, Lithuania, Poland, Eastern Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania and Yugoslavia.

Cotton textile imports

In the House of Lords, Lord Erroll asked whether HM Government would publish a list of all those countries, together with the relevant trade and commercial agreements or treaties, which would be affected by the proposal to introduce a single global limit for cotton textile imports. Replying Lord Shepherd said: The proposal is to introduce a global limit on cotton imports from all countries except the following: the member countries of FINEFTA (which is EFTA with Finland) and the EEC, Australia, Canada, the Republic of Ireland, Japan, New Zealand, the United States and the Sino-Soviet countries. Imports from some of these countries will be subject to other arrangements. The international instruments mainly relevant to the proposals for a global limit are the General Agreement on Tariffs and Trade and the Long-Term Cotton Textile Arrangement made under the GATT.

Desalination

Mr. Frank Cousins, Minister of Technology, in a written reply on October 26, to a Parliamentary Question asking: 'What steps he had taken to encourage practical research and development on the desalting of sea water for industrial use', said: 'As I announced on April 27 I have made the Atomic Energy Authority responsible for Government research and development into methods of desalination. The initial programme involves expenditure of about £1·5 million from public funds. Further substantial sums will be spent by industry with whom the Authority are co-operating closely.

'The Authority and industry have completed a design for a plant to produce 30 million gallons of fresh water a day from sea water. Further design work has been done, particularly in respect of dual-purpose plants for producing electric power and fresh water from nuclear reactors, and economic studies on these plants have been carried out in some detail'.

WEDNESDAY, OCTOBER 27

Queen's Awards Committee

The Prime Minister's announcement of the Advisory Committee is given on page 1074.

Food imports

The President was asked what was the type and total tonnage of food imports that increased the deficit in the balance of payments in July 1965. In reply the Minister of State (Home) said that food imports did not cause any worsening of the balance of payments in July 1965. In addition to values, tonnages were given in the Overseas Trade Accounts for most items of food.

THURSDAY, OCTOBER 28.

Report on shipping industry

The Minister of State (Shipping) replying to a questioner who asked what were the terms of reference of the official inquiry ordered by HM Government into the shipping industry; and whether the report would be published, said that following representations received from the shipping industry about the possible effects of changes in taxation, the departments concerned had been examining the industry's financial and economic position and expected shortly to receive a further statement from the Chamber of Shipping. He did not contemplate publication of any report on this work.

Import of cotton textiles

The President was asked if agreement had been reached on the import of cotton textiles for 1966 onwards; and if he would make a statement. Replying the Minister of State (Home) said: 'Our proposals for the regulation of imports of cotton textiles after the end of this year were sent formally to overseas countries early in September. Discussion of these proposals cannot be completed in time to bring agreed arrangements into operation from the beginning of 1966. The President has, therefore, informed other countries that an interim scheme will be necessary in order to keep trade moving. This, of course, is without prejudice to the eventual settlement.'

Exports to Finland

In reply to a questioner who asked that in view of the fact that Finland had a favourable balance of visible trade with the United Kingdom of £50 million for the calendar year 1964, what steps he proposed to take to encourage greater imports of manufactured British goods into Finland, the Minister of State (Shipping) said: 'Under the FINEFTA agreement, tariff and other barriers to our exports to Finland are being progressively reduced. Last year these exports increased by 20 per cent, and they have continued to rise this year. The export services of my department are always at the disposal of firms who wish to take advantage of the growing opportunities which the Finnish market offers.'

CADCO report

The President was asked if he would state in detail the reasons for not publishing the report into the Cadco affair, why the report on the Cadco affair has been sent to the Director of Public Prosecutions and to the Lord Advocate, to which organs of the press he had given access to the report of the inquiry into the Cadco affair; and why such access had been denied to the honourable Member for West Fife, and what administrative action he had taken to ensure that there would be no repetition of failures like that of Cadco in Glenrothes. In reply he said: 'The report of the inspectors appointed by the Board of Trade to investigate the affairs of three companies in the 'Cadco group' was referred to the Director of Public Prosecutions and the Lord Advocate by the Board as required by Section 169(1) of the Companies Act, 1948, since it appeared to the Board from the report that persons had been guilty of offences in England and Scotland for which they were criminally liable. Further inquiries into these possible offences are being made and it would not be right to prejudice any possible proceedings by publishing the report at this time. I have not given access to the report to any organs of the press or to any persons outside Government Departments concerned except those to whom the Board of Trade are required by Section 168(2) of the Companies Act, 1948 to forward copies. I have taken no administrative action, other than that mentioned above, as a consequence of receiving the report. If it is my honourable Friend's suggestion that the failure of Cadco was in any way due to my department, then I must emphatically repudiate it. The full story will be made known when the time comes to publish the report.'

United States – United Kingdom Maritime Agreement

Asked whether an agreement had been reached with the Federal Maritime Commission of the United States, whether he was satisfied that it was acceptable to the British Government and British Shipping interests, and if he would make a statement, the Minister of State (Shipping) said that no general agreement had been reached with the Federal Maritime Commission or with the United States Administration. We had explained to the United States authorities our reasons for rejecting the analysis of freight rates recently issued by the Federal Maritime Commission and, in common with a number of other maritime countries, we were concerned at many of the orders and proposed regulations which the Commission had recently issued. We were always ready to study ways and means of reaching a reasonable settlement of differences on shipping matters. 'We must, however, reserve the right to take appropriate action where any measure adopted by the Federal Maritime Commission infringes our territorial jurisdiction or prejudices legitimate United Kingdom interests.'

Imports of refrigerators

The President was asked whether he would take steps to control the import of refrigerators, in view of the present threat to the home market and consequently to the United Kingdom export potential. In reply, Mr. George Darling, Minister of State (Home) said: 'No.' Imports of domestic refrigerators were subject to a duty of 4½ per cent from European Free Trade Association countries and 12 per cent from other countries outside the Commonwealth Preference Area, and all imports were at present subject to the 10 per cent temporary import charge. Imports still amounted to only about 8 per cent of the home market and were less in value than our exports.

(Continued at foot of next page)

New Books

Corporate Taxation in the Common Market, by Albert J. Rädler (Price 144 Dutch florins, from the International Bureau of Fiscal Documentation, Muiderpoort, Sarphatistraat 124, Amsterdam C). Dr. Rädler's book was originally published by the Bureau in German in 1960. The text has been thoroughly revised and brought up to date for this English translation which appears as Volume 2 in the series *Guides to European Taxation.* It is a substantial loose-leaf volume for which a regular service of supplements is planned. (The price mentioned above includes supplements to December 31, 1966). The first part of the book comprises a detailed description of the taxation applicable to corporations in each of the six countries of the European Economic Community in turn. This is followed by a comparative analysis by subject of the similarities and differences in the tax laws of the member countries. Special attention is directed in these first two parts of the book to such topics as the computation of taxable profits, normal and accelerated depreciation, the taxation of subsidiaries and branch undertakings and the international tax law of the countries. The third part of the work is devoted to a study of the tax aspects of the European integration treaties (Benelux, ECSC, EEC) and the progress towards harmonization that has been made. Finally, the fourth part contains a summary of the general trend of efforts towards overcoming international double taxation with respect to direct taxes. This book is a valuable guide for those having or contemplating business activities within the EEC. Another reference book on the same subject, but one which aims to cover a wider field, inevitably in less detail, is *Taxation in Western Europe: a Guide for Industrialists* of which the 1965 edition has just been published (285 pages. Confederation of British Industry, 21 Tothill Street, London S.W.1, 30s. post free). The six previous annual editions were published by the Federation of British Industries. This work briefly describes the tax systems in seventeen countries – the Six, the eight EFTA countries, Greece, the Republic of Ireland and Spain – and deals with all branches of taxation, individual and corporate. Under each country there are five major headings: taxes based on income or profits; taxes based on capital; taxes based on sales or turnover; taxes based on payroll or numbers employed; and local taxes. Each of these subjects is broken down under sub-heads to show such things as the basis of assessment and any features special to particular countries.

Accounting Step by Step. Two further volumes with the sub-titles **Debit and Credit,** by R. G. A. Boland and **Basic Cost Accounting** by R. G. A. Boland and J. A. Feathers have now been published in the *E.U.P. Library of programmed texts* series. (144 and 159 pages respectively. E.U.P. 12s. 6d. each). The use of the technique of programmed learning is still a fairly recent innovation in this country and the authors have prepared these four-hour experimental programmes to enable engineers, businessmen, scientists and students to teach themselves the language and basic concepts of accounting. The programme develops from simple to complex ideas and there is a routine to be followed in each chapter. The scheme has been carefully worked out to ensure that a gradual progression and consolidation is achieved and it is considered necessary to complete the whole programme and not to omit sections. The authors emphasize that these programmes are not text books in the normal sense, but they may be used in conjunction with existing textbooks. One such book, on a specialized aspect of accounting not touched on in the E.U.P. programmed text so far, is **Internal Auditing,** by Walter W. Brigg and J. O. Davies which has reached its third edition. (212 pages. HFL (Publishers) Ltd., 10 Earlham Street, Cambridge Circus, London W.C.2. 25s.) More and more large and medium sized firms are coming to recognize the importance of creating their own internal audit departments, and this has led to the growth in the number of practitioners and the consequent need for suitable textbooks. This edition, which helps to fill this gap, has been expanded and revised, and includes as appendices the texts of the revised notes issued in September, 1964 by the Institute of Chartered Accountants in England and Wales on 'Field of Relationship between Independent and Internal Auditors' and 'Internal Control'.

T-group Training: Group Dynamics in Management Education. Edited by Galvin Whitaker. (82 pages. Basil Blackwell, 14s.). The Association of Teachers of Management has published as no. 2 in the series of *A.T.M. Occasional Papers* a symposium about a method of teaching and training which has been developed during the past 20 years on the foundations of the discipline of group dynamics. Group dynamics is the body of knowledge about the psychological forces operative and the behaviours occuring in small groups of people in personal contact – the kinds of groups, indeed, which constitute the fabric of business and professional life. The training group (T-group) is an artificially constituted group with a leader who focuses attention on what is going on within the group and among its members to behaviour as it is occurring, and to its consequences. In this way the students can achieve increased self-insight and self-awareness, a better understanding of the nature, dynamics and working of groups, and a fuller insight into relationships between people and an improvement in their own competence in this respect. The first article in the symposium introduces the subject and outlines the extent of work based on this method in Europe and the United Kingdom. This is followed by a case-study to illustrate the nature of a T-group. The remaining articles are concerned with the evaluation of T-groups, and discuss applications of T-group methods. A glossary of terms used is appended.

The Building Society Movement, by E. J. Cleary (320 pages. Elek Books, 70s.). This book provides in considerable detail a history of the development of building societies in Britain from the earliest known examples in the late 18th century up to 1963. There have been several histories of individual building societies, and some of these have told something of the wider story of the movement, but the only other general history published in recent years has been J. Seymour Price's *Building Societies, their Origin and History* (Franey & Co., 1958). Both authors have approached the subject by way of a basically chronological narrative, but Mr. Cleary, who is Lecturer in Economics at University College, Swansea, is particularly concerned with the ways in which

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

Documentation of exports

In reply to a questioner who asked what steps he was taking to simplify the documentation of exports and reduction of paper in order to encourage the smaller manufacturer, who was at present discouraged by the formalities now required, the Minister of State (Shipping) said that: 'A joint committee representing the Government and commerce and industry had drawn up a system which by the use of an aligned series of forms would enable some of the principal documents required for export shipments to be completed in one typing operation. A booklet describing the system was being printed and would be given a wide free distribution. The new system would enable most exporting firms to make worthwhile savings and he hoped that it would be widely adopted.'

EFTA and Stockholm Convention

Asked whether he would consult Great Britain's European Free Trade Association partners, with a view to altering the position whereby under Article 6 of the Stockholm Convention certain countries had retained customs duty for revenue purposes, thus making difficult the export of British motor vehicles to a number of markets, the Minister of State (Shipping) said that the action taken by these countries was permissible under Article 6 of the Convention. But the President agreed that it was contrary to the spirit of EFTA, and we had made our dissatisfaction clear. We should continue to pursue this issue as the opportunity arose.

Cost of United States TV programmes

The Minister of State (Home) replying to a questioner who asked what was the cost in foreign exchange of importing United States television programmes for screening by the British Broadcasting Corporation and independent television during each of the past five years, or any other convenient period, said that preliminary estimates for 1963 and 1964 were £1.4 million and £2.3 million respectively, excluding payments for cinema films.

Exports of British cars

In reply to a question on what steps he was taking to stimulate the overseas demand for motor cars, particularly those made in development areas, the Minister of State (Home) said: 'The stimulation of demand for British products overseas and the promotion of sales is a matter for industry. The Government's export services are at the disposal of all exporters of British cars, and we are doing everything we can to help the industry in its efforts to expand exports.'

FRIDAY, OCTOBER 29

Chancellor on import charge

The Chancellor's statement on the temporary import charge is given on page 1073.

EEC shipbuilding summaries

Asked what representations he had made to the European Common Market Executive regarding the effect on Great Britain of their proposals that Member States should award subsidies of between 10 and 15 per cent in respect of new ships and major shipyard conversions; Mr. Roy Mason, Minister of State (Shipping) replied: 'None. I consider it best to make our views known in the Organization for Economic Co-operation and Development where all the major shipbuilding nations are represented and this is being done.'

MONDAY, NOVEMBER 1

Results of 1963 Census of Production

Asked what steps he was taking to speed up publication of the results of the 1963 Census of Production, Mr. George Darling, Minister of State (Home), replied: 'Full Censuses of Production are large-scale inquiries and inevitably their results take an appreciable time to process and publish. A new electronic computer is being used for the Census for 1963, and it is expected that this will enable the Census reports to be produced more speedily than for full censuses for earlier years.'

NEW BOOKS, *continued*

building societies have adapted themselves to a wide variety of economic and political environments. Mr. Cleary's text is illustrated where necessary with statistical tables; Mr. Price's book with portraits of personalities in the building society movement. Mr. Cleary's final chapter deals with building societies and the capital market, examining building societies' success in attracting investments in the face of competition from other institutions. This is a thoroughly documented study, the notes and references to sources quoted forming a section of 30 pages at the end of the book. There is also a 3-page bibliography. The volume is the second to be published in Elek's series of monographs on British economic institutions, which is under the editorship of Professor E. Victor Morgan.

The Making of Business Contracts, by A. Harding Boulton. (178 pages. Sweet & Maxwell. 35s.). There is a growing demand for books clarifying sections of law for people who are neither lawyers nor students of law, as evidenced by this volume intended to guide the businessman through the law of business contracts. The scope of the work covers contracts relating to buying and selling of goods, the construction of buildings, civil engineering works and erection of machinery, the carriage of goods, agencies and distributorships, patent licences and know-how agreements and agreements relating to employment. The author discusses contracts that are specially drafted to meet particular requirements, giving advice on drafting them, and the standard forms of contract. The practising lawyer may find this work of some value although he will also need more specialised texts such as *Chitty on Contracts.* Specialised books on the separate topics of this work are also important. An example is **Terrell on the Law of Patents** (698 pages. Sweet and Maxwell, £8 8s.) a new 11th edition of which has just been published.

The National Industrial Fuel Efficiency Service, set up to advise industrial and commercial users of fuel on methods by which they could increase the efficiency of their energy utilization, recently issued its eleventh **Annual Report.** (43 pages. Available free from the NIFES, 71 Grosvenor Street, London W.1). The report reflects the continuing demand for the advice of the organization, particularly for its consulting engineering service, which aims at ensuring that, when capital expenditure on new plant is projected, the purchaser achieves the maximum possible fuel efficiency for production or heating processes. The Service operates as a non-profit making body, financed to some extent by contributions from the nationalised industries. There is however a charge for some services given to individual firms.

Agriculture in EFTA. European Free Trade Association. (147 pages. Price 6s. 9d., by post 7s. 6d., from HM Stationery Office and Government bookshops). This booklet sets out to give a general picture of the position of agriculture in the EFTA countries (including the associated member Finland). It contains a section on each of the eight countries, describing the size and pattern of agricultural production, costs and incomes, and puts these into relation with the economy of the country concerned. The nature of the countries' contribution to international trade in agricultural products is described; and the aims of national policies towards agriculture, and the means applied by the governments for carrying them out, are also outlined. Numerous statistical tables are scattered through the text, and a 20-page statistical appendix presents data for the eight countries on a comparable basis. The booklet provides essential background knowledge for assessing EFTA co-operation in agricultural matters.

Investment in Fiji (23 pages. Available from the Financial Secretary, Box 2001, Suva, Fiji). This illustrated pamphlet provides a convenient source of up-to-date information which will be of interest and assistance to potential investors. It deals with the Fiji Islands and their inhabitants; climatic conditions; public finance, banking and currency; trade, with tables showing values of imports and exports in 1964; land, taxation, the tourist industry; labour laws and immigration controls; water and electricity supplies and communications.

Development in Australia, 1965, prepared by the Australian Industries Development Association. (80 pages. Available free from the Office of the High Commissioner for Australia, Australia House, Strand, London, W.C.2). This booklet high-lights Australia's rapid industrial growth, particularly in the post-war period. After a brief survey of historical development, the principal industries of to-day are discussed, together with the achievements of the leading firms. Other factors affecting investment are surveyed, including income tax, the labour situation and finance available for development. The book concludes with a statistical appendix.

Work lost through Sickness (32 pages. Office of Health Economics, 62 Brompton Road, London, S.W.3, 2s.) covers the trends in sickness absence. Comparison is made of the proportion of spells of absence of persons incapacitated for certain selected causes, during the last decade. Current patterns of absence due to ill-health are examined in more detail. The paper deals only with spells off work through sickness for which a claim, accompanied by a doctor's certificate, is made. The report concludes that the total of days lost due to sickness has remained constant, while the number of spells of absence has increased. There is a short list of references at the end of the report.

Other publications

BUSINESS EQUIPMENT BUYERS GUIDE. Number 8, September 1965. 460 pages. Digest Data Books Ltd., 233 Shaftsbury Avenue, London W.C.2. The Guide is published twice a year; the annual subscription is £5 5s.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

MINISTRY OF DEFENCE (ARMY DEPT.), *continued from following page*

1965	Stores	Location	Auctioneers
Nov. 26 .	MT spares; Fowler Planet industrial tractor; Coventry Climax fork lift; 4-ton lifting jacks; concrete breaker; 50 h.p. Evinrude outboard motors; oxy-acetylene welding sets; 3 tons scrap batteries; scrap metal; telephone and electrical spares; clothing; miscellaneous furniture; carpets; mixed rags, etc.	Command Ordnance Sub-Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).
Dec. 2 .	Commercial vehicles; saloon and estate cars; Land Rovers and 'Champs'; motor cycles; cranes and tractors; machine tools; electric motors; BD clothing; leather jerkins; tyres; batteries and MT spares; old canvas and rags; boots; furniture; hardware and miscellaneous stores.	Ordnance Disposals Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447-9).
Dec. 9 .	Plant and technical stores including diesel and petrol engined generator sets; fork lift trucks; theodolites and survey equipment; binoculars and watches; wireless reception sets and wireless equipment; binoculars; miscellaneous stores, etc.	Technical Stores Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
Dec. 14 .	Vehicles, including Austin 'Champs'; Land Rovers; saloon cars; earth moving equipment; spares, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Nov. 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include:

Motor vehicles sundries including gearbox assemblies; wing assemblies; reflector units; fuel injection pumps; ancillary spares; toolboxes, toolbags, tools, etc.

General electric and other items including video amplifier units; Cossor oscillographs; oscilloscopes; power units; transformers; consoles; receivers; resolver units; test sets; modulator units; monitors; signal generators; indicating units; radio panels; selector units; time base units; tuning units; meter panels; various radio spares; distribution panels; charging board equipment; waveform generators; control units; connectors; electronic valves; lead acid accumulators; junction boxes; fuseboxes; Tannoy speakers; etc.

Instruments including 800 binoculars; 380 pocket and stop watches; gyroscopes; pocket aneroid altimeters; aircraft and drawing instruments; slide rules; thermometers; air mileage units; etc.

General sundries including 15 radar cabins; portable canvas shelters with metal bases; wood and metal pallets; aerial and ground equipment*; metal containers; metal engine stands; metal lockers; wooden cases; fire fighting equipment; rack assemblies; steel bars, wire, tubing and sheets; aluminium spherical reflectors; various paints and chemicals; cambric type sheets; oxygen equipment; water purification spares; metallic strip; various textiles; glass panels; furniture; etc.

Nov. 11 .	23·215 acres of land and buildings formerly part of Royal Air Force Station, Barnham, including three large concrete buildings 191 ft. x 60 ft. each, and numerous other Seco and concrete buildings, total floor 55,000 sq. ft. approx. The whole suitable for industrial, storage or warehousing purposes subject to the necessary planning permission.	Royal Air Force, Barnham, Nr. Thetford, Norfolk. Thetford 2 miles, Bury St. Edmunds 12 miles.	O. E. Griffiths, Auctioneers, Rothsay House, 124 High Street, Newmarket. (Tel. Newmarket 2054/5).
Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

AIR FORCE DEPARTMENT TENDER SALES

Tenders invited for the purchase of the following: (1) Wrist watches (Le Coultre, Omega, Longines, etc.); (2) 12,000 LB. type bomb. Apply to Ministry of Defence (AFC.19a (Air)), Turnstile House, High Holborn, London, W.C.1.

Bruntingthorpe Royal Air Force Station – Public Auction. *Description:* 144 acres of land and buildings forming outer portion of Royal Air Force Station, Bruntingthorpe, including one T.2 and one B.1 type hangar and numerous other buildings as now standing thereon. *Location:* Lutterworth 5 miles, Leicester 10 miles, Market Harborough 9 miles. *Sale by auction* on **November 16, 1965,** at the Town Hall Lutterworth. *Auctioneers* (from whom detailed particulars and plan can be obtained): Shakespear, McTurk & Graham, 17 Wellington Street, Leicester. Tel. 23987/8/9.

Sale of Land – Horsham St. Faith, Norfolk on **November 26.**

Description – 8,500 acres approximately of freehold land at Vulcan Road, Norwich, Norfolk, adjoining an extensive industrial estate within two miles of Norwich City Centre, with outline planning consent for suitable industrial development.

Location – On the outskirts of Norwich, situated approximately 300 yards from the junction of Vulcan Road, with the Norwich Ring Road and about two miles from City Centre.

Auctioneers – Arnold, Son and Hockley, 36 Prince of Wales Road, Norwich, Norfolk, NOR 02S. (Tel.: Norwich 20551).

Sale by auction of land and buildings at Church Lawford Airfield, Warwickshire. The former Royal Air Force Station, Church Lawford, near Rugby, Warwicks. Illustrated particulars of approximately 83.679 acres of freehold land together with approximately 216,000 sq. ft. of excellent buildings suitable (subject to planning permission) for warehousing. To be sold by auction on Thursday December 9, 1965 at 3 p.m. at The Hotel Leofric, Coventry, by Robinson, Osborne & Moules, 16 Warwick Row, Coventry. Tel. 23264.

* including Sectional Aerial (MAST) approx. 8′ × 8′ base and 90′ high.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Nov. 16 .	Machine tools including: . . .	Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Various lathes; milling, shaping and slotting machines; plain cylindrical and tool grinders; radial and other drilling machines; engineers' and hand tools; Ford V-8 and Chrysler 8-cylinder petrol marine engines; Coventry Victor 'Cub' diesel engine; Wallis & Stevens 6-ton road rollers and spare; Shaw 800-ton hydraulic presses; Priestman diesel excavators; Hobart sausage filling machines; bench type bread slicing machines; MT and cycle spares; chemical glassware; radio and electrical equipment and spares; groundsheets; gabardine raincoats; greatcoats; BD blouses and trousers; boots and shoes (various); leather jerkins; 30 tons mixed rags; old tentage and hessian; haversacks and packs; mattresses; blankets (white and coloured); kitchenware; household furniture including wardrobes, dressing tables, chairs, cupboards, bedside cabinets, etc.

Nov. 23 .	50 tons bearings; MT spares and miscellaneous stores including:	Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Walker, Walton & Hanson (Dept. L), Byards Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

Austin 'Champ', Austin A90 and 95, Rover 75 and Bedford spares; tackle blocks 1 and 2 tons; time recorders; Matchless motor cycle spares; 472 gallons lubricating oil; kitchen equipment including meat slicers, vegetable shredders, potato peeling machines; electric frying ranges; 5,000 BD blouses and other items of clothing.

(Continued at foot of previous page)

An artist's impression of the proposed new deep-water harbour superimposed on an aerial photograph of Port Talbot

New horizons at Port Talbot

The future of Port Talbot as a great steel-making centre is assured by the decision to go ahead with the construction of a £17,000,000 deep-water harbour there.

The new dock's ability to take big ore ships —up to 65,000 tons, where 10,000 tons was the limit before—will bring The Steel Company of Wales into line with its European competitors who are, or soon will be, using ships of this size to carry raw materials.

It will allow the purchase of the high-grade ores which are now available but which are so far afield that they can only be transported economically in big ships.

It is a decision which opens up new horizons not only for The Steel Company of Wales at Port Talbot but for industry in the whole of the Swansea area.

THE STEEL COMPANY OF WALES LIMITED

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,074	3,478	922	688	531	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 83	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 55	+ 49	—11	+11
2nd quarter	126	131	152	145	123	106	159	127	164	182	164	+ 85	+ 83	—15	+ 6
1965															
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	..	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124 7	148·5	361	221	+77	..	149	136	—412
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0	129·1	156·0	304	288	+55	+33	152	141	— 52
3rd quarter			132·6	+4·8	110·4*	129·6*	159·8	321	284	— 4	+ 6	153	147	
1965														
March	169	121	129·1	+4·4	110·0	128·8	154·5	306	249	+20	+10	147	143	..
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5*	129·5*	159·4	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·1*	129·6*	159·9	324	282	—14	— 9	157	144	..
September			132·8	+4·8	110·6*	129·7*	160·2	321	275	— 7	— 7	149	143	
October								309	265	—10	—12			

† Not seasonally adjusted. *Provisional.

United Kingdom trade in the third quarter 1965

(Provisional figures for United Kingdom trade in September were published in the Board of Trade Journal *of October 15 and 22. This quarterly article provides a more detailed analysis of trends.)*

Summary

THERE WAS renewed and substantial growth in exports in the third quarter after the pause in the second quarter. For the first nine months of 1965 the monthly average has been 5½ per cent above the average for last year. Imports in the third quarter showed a small increase after the sharp rise in the second quarter. For the year so far, imports have averaged very slightly more than the monthly rate in 1964. The trade deficit in the third quarter continued at much the same average rate as in the first half-year, which was little over half the rate in 1964.

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1964 1st quarter	367	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	476	14	—51
4th quarter	377	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—25*
1965 April	387	477	13	—30
May	379	501	13	—57
June	376	472	14	—34
July	418	485	17	— 3*
August	391	501	15	—48*
September	388	476	14	—25*
1965 April-June	381	485	13	—40
July-September	399	489	15	—25*

* Estimated.

TABLE 1 (B)
TOTALS
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	373·9	464·8	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
1965 July	419·4	495·3	15·6
August	355·5	454·2	12·8
September	367·2	483·9	13·5

Trade balance

With the continued expansion in exports and the slower growth in imports, the trade deficit has narrowed since last year. In the third quarter it averaged £25 million a month, much the same as in the first half-year and compared with £45 million a month in 1964.

Exports

There was a particularly rapid expansion in exports in the third quarter following the relative flatness between the first and second quarters. They averaged £399 million a month, seasonally adjusted, 5 per cent up on the second quarter. A step-like sequence in the growth of exports is characteristic of the series, but the increase between the second and third quarters was nonetheless particularly large. In the first nine months of this year exports have averaged 5½ per cent in value above the average for 1964, and 3½ per cent more in volume. The main increase in value in recent months has been to North America. The United States market has been a strong expansionary force, and our exports in July-September were 27 per cent more than in the same period a year ago. Exports to the Overseas Sterling Area recovered in the third quarter as compared with the previous three months but without showing any significant expansion above the rate reached in the first quarter of this year; however, the first nine months of this year have averaged 6 per cent more than the year 1964. In Western Europe our exports to both the EEC and EFTA markets as a whole have shown only small changes in the first three quarters of this year. Exports to EEC countries have been running rather below the level of a year earlier, but those to EFTA countries have remained well above last year's level, and exports to Western Europe as a whole in the first nine months of this year have been 3½ per cent more than the average for 1964.

Exports of metals have been expanding very strongly this year, and the expansion continued into the third quarter. Exports of aircraft, although irregular from month to month, have been at a high rate in the first three quarters of this year. However, in the third quarter, out of increases which were widely spread by commodity, the main increase came from shipments of machinery, which were no less than 7 per cent above the average of the preceding three months.

Imports

Imports in the third quarter averaged a little more than the higher level reached in the second quarter following the exceptionally low arrivals in the early months of 1965. The monthly figures have fluctuated markedly this year, and some unevenness also occurs in the quarterly totals. In the third quarter imports averaged £489 million a month, seasonally adjusted, not quite 1 per cent more than the average of £485 million in the second quarter and 3½ per cent higher than in the first half-year as a whole. For the first nine months of the year they averaged little more than half of 1 per cent more than in 1964. Although little changed in value between the second and third quarters of this year, imports increased by nearly 2 per cent in volume; lower unit values of the food, drink and tobacco groups, and in chemicals and finished manufactures largely offset the increase in volume terms.

There have been varying movements among the commodity groups between the second and third quarters. Increases by value occurred in imports of chemicals (6 per cent), finished manufactures (6 per cent), in food (3½ per cent), beverages (31 per cent) and tobacco (4 per cent); but imports of basic materials did not change much in total, whilst imports of fuels and semi-manufactures other than chemicals were lower by 6 and 3 per cent respectively. The rise in imports of finished manufactures and chemicals in the third quarter, continuing earlier increases, may partly reflect the reduction in the temporary import charge at the end of April, but some easing back in these imports is tentatively suggested by the run of figures for the last few months.

There was some increase in imports from Western Europe, especially from Common Market countries in the third quarter, though with some suggestion of a decline within the quarter. Imports from the Sterling area were lower in the third quarter, and arrivals from North America were also lower as the arrears from the dock strike earlier in the year were worked off.

LETTERS TO THE EDITOR
Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1964 year	1st qtr. 1965	2nd qtr. 1965	3rd qtr. 1965	1964 year	1st qtr. 1965	2nd qtr. 1965	3rd qtr. 1965
0. Food and Live Animals . . . . . Total	406·1	390·4	400·3	378·0	39·8	35·4	39·1	38·2
00 Live animals	14·6	13·6	8·3	12·6	8·1	7·0	12·2	9·4
01 Meat and meat preparations	92·2	91·8	94·9	93·6	2·7	1·9	2·7	2·7
02 Dairy products and eggs	53·6	61·8	49·4	36·3	2·2	2·0	2·8	3·0
03 Fish and fish preparations	16·8	15·7	13·9	18·9	2·0	2·6	2·2	2·6
04 Cereals and cereal preparations	54·8	52·6	58·7	61·4	4·7	5·2	4·6	5·2
05 Fruit and vegetables	70·9	68·1	86·9	66·7	2·6	2·8	2·0	2·1
06 Sugar, sugar preparations and honey . . .	36·0	22·1	27·0	26·4	10·9	6·9	5·6	5·6
07 Coffee, cocoa and preparations, tea and spices . .	42·2	37·9	36·2	38·4	3·0	3·1	2·7	3·3
08 Feeding stuff for animals	16·9	20·2	17·5	17·3	1·0	1·3	1·4	1·7
09 Miscellaneous food preparations	8·0	6·5	7·5	6·5	2·6	2·6	2·9	2·7
1. Beverages and Tobacco . . . . . Total	37·2	18·2	28·4	43·8	31·0	26·3	33·7	37·7
11 Beverages	14·4	8·2	11·9	17·0	26·7	21·6	28·9	32·2
12 Tobacco	22·8	10·0	16·6	26·8	4·2	4·7	4·8	5·5
2. Crude Materials, Inedible . . . . . Total	266·4	258·6	264·5	265·9	38·1	36·3	36·2	34·5
21 Hides, skins and fur skins, undressed . . .	14·3	17·3	12·0	12·0	1·3	1·4	1·4	1·4
22 Oil seeds, oil nuts and oil kernels	11·9	11·1	11·9	12·8	0·0	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	12·6	13·0	11·1	11·5	2·4	2·7	2·8	2·4
24 Wood, lumber and cork	54·5	43·1	52·9	73·7	0·1	0·2	0·2	0·1
25 Pulp and waste paper	34·4	37·3	37·1	31·6	0·5	0·5	0·4	0·4
26 Textile fibres, not manufactured and their waste .	69·3	67·6	64·1	46·3	24·5	21·9	21·0	20·5
27 Crude fertilizers and minerals	11·3	11·0	12·7	12·5	4·7	4·5	5·4	5·2
28 Metalliferous ores and metal scrap	46·3	45·3	51·8	53·2	3·6	3·6	3·9	3·5
29 Crude animal and vegetable materials . . .	11·8	12·9	10·8	12·3	1·0	1·4	1·1	0·9
3. Mineral Fuels, Lubricants, etc. . . . . Total	146·2	165·0	155·5	143·6	34·7	36·9	31·2	31·9
33 Petroleum and petroleum products	145·8	162·2	152·7	141·5	25·3	29·6	25·7	26·2
Coal, coke, gas and electric energy	0·5	2·8	2·8	2·1	9·4	7·4	5·6	5·7
4. Animal and Vegetable Oils and Fats . . . Total	13·4	16·6	15·9	17·0	1·4	1·4	1·7	1·8
5. Chemicals . . . . . Total	63·1	62·3	73·5	75·2	103·0	107·2	113·8	107·6
51 Chemical elements and compounds	24·9	24·0	30·1	34·2	25·9	27·2	28·2	26·2
53 Dyeing, tanning and colouring materials . . .	3·8	3·8	4·1	4·3	13·5	13·0	13·8	13·5
54 Medical and pharmaceutical products . . .	1·8	2·2	2·5	3·1	14·8	16·0	17·1	16·8
55 Essential oils and perfume materials . . .	3·7	4·0	4·0	3·9	9·2	8·3	9·2	9·1
56 Fertilizers, manufactured	4·7	5·7	4·6	4·8	1·5	2·7	1·8	1·9
58 Plastic materials and artificial resins . . .	13·6	11·8	14·9	13·7	18·6	19·9	20·2	19·3
All other chemical materials and products . .	10·6	10·7	13·3	11·3	19·6	19·9	23·4	20·7
6. Manufactured Goods Classified Chiefly by Material . Total	268·2	264·0	278·5	262·7	284·4	289·3	316·2	288·0
61 Leather, leather manufactures and dressed furs . .	7·4	6·0	6·8	6·5	7·4	7·2	7·8	7·3
62 Rubber manufactures, n.e.s.	2·9	2·8	3·2	3·3	12·1	11·5	12·2	11·1
63 Wood and cork manufactures (excluding furniture) .	16·4	17·9	17·2	16·8	1·4	1·4	1·5	1·5
64 Paper, paperboard and manufactures thereof . .	33·1	28·0	32·1	32·9	12·1	12·5	12·4	12·1
65 Textile yarn, fabrics and articles	44·2	38·1	36·5	38·3	68·8	68·5	70·0	67·7
66 Non-metallic mineral manufactures	45·6	52·8	56·7	50·7	58·4	60·5	64·0	52·4
67 Iron and steel	26·5	18·5	19·7	19·4	54·4	54·2	62·2	56·4
68 Non-ferrous metals	82·1	89·7	94·4	83·7	33·7	36·2	45·1	41·1
69 Manufactures of metal, n.e.s.	9·9	10·3	11·8	11·2	36·0	37·2	40·8	38·4
7. Machinery and Transport Equipment . . . Total	136·3	131·3	158·4	154·4	457·4	474·7	510·3	475·5
71 Machinery other than electric	84·1	83·2	98·0	95·1	215·5	218·0	239·3	229·2
72 Electrical machinery, apparatus and appliances .	29·5	29·0	32·0	32·4	78·7	82·2	86·9	77·2
73 Transport equipment	22·6	19·2	28·3	26·9	163·2	174·6	184·1	169·1
8. Miscellaneous Manufactured Articles . . . Total	73·3	66·0	69·6	70·8	78·9	79·9	88·3	91·6
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·5	1·3	1·3	1·5	2·8	3·3	3·3	3·1
82 Furniture	2·1	2·0	2·3	2·1	3·1	3·1	3·6	3·5
83 Travel goods, handbags and similar articles . .	1·0	0·9	1·0	1·0	0·7	0·7	0·7	0·8
84 Clothing	18·3	15·4	13·5	14·5	10·9	10·7	9·9	14·6
85 Footwear	5·9	6·0	4·5	3·7	3·6	3·3	3·4	4·1
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	16·6	16·3	19·1	19·3	22·2	22·8	26·5	24·7
89 Miscellaneous manufactured articles, n.e.s. . .	27·9	24·3	27·9	28·8	35·7	36·1	40·9	40·9
5-8 Manufactured Goods . . . . . Total	540·8	523·7	579·9	563·2	923·8	951·1	1,028·6	962·7
9. Commodities and Transactions not Classified according to Kind . . . . . Total	15·5	22·1	16·6	16·9	34·3	34·5	34·6	35·0
TOTAL ALL SECTIONS	1,425·7	1,394·6	1,461·1	1,428·4	1,103·1	1,121·9	1,205·2	1,141·7

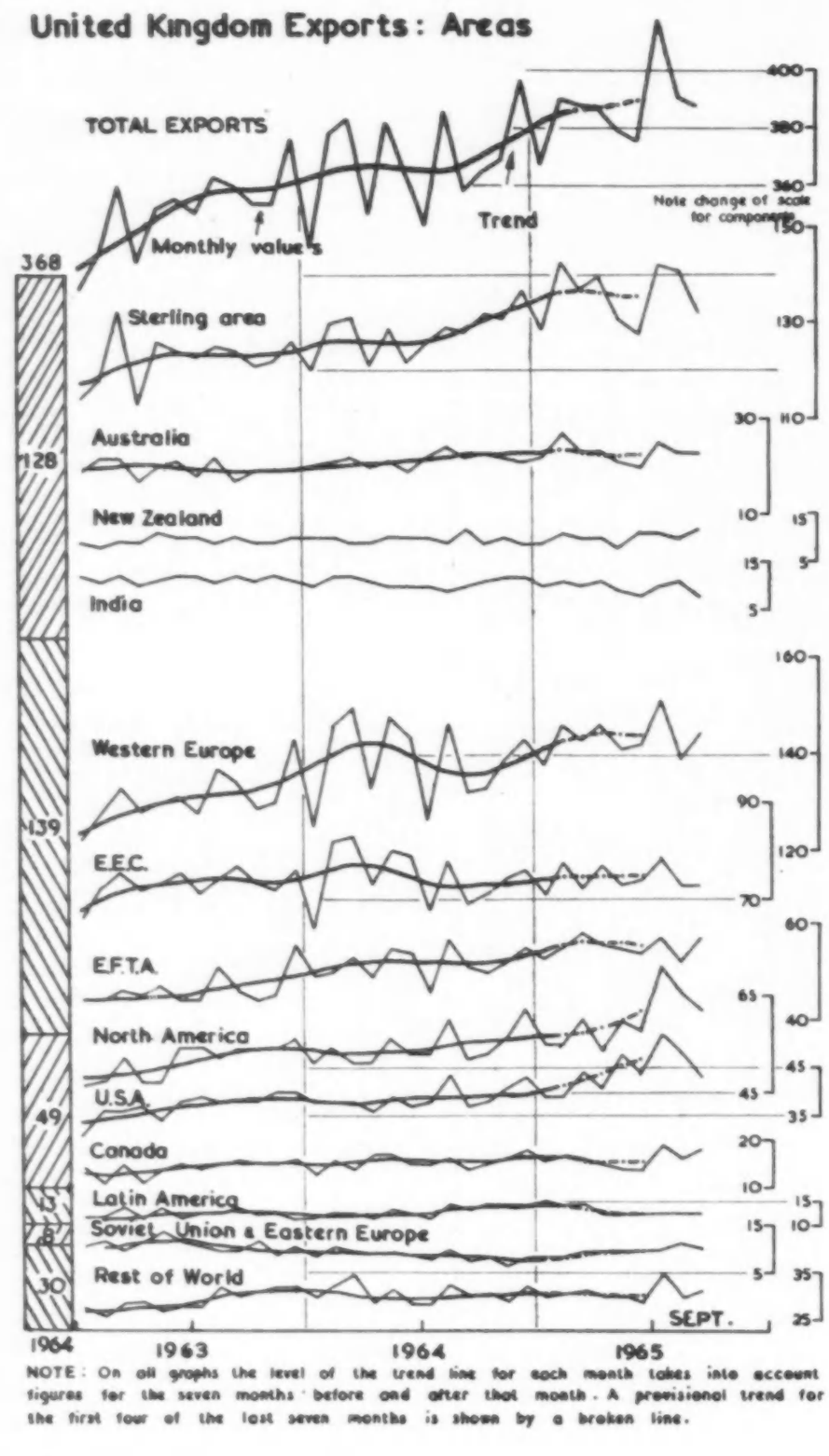
AREA PATTERN OF EXPORTS

Sterling area

Exports to the Sterling area in the third quarter, at an average of £138 million a month, seasonally adjusted, recovered to a rate a little above that of the first quarter. Though the trend has been running virtually flat so far this year after the rapid rise in the second half of 1964, the average rate has been 6 per cent up on the 1964 average.

Exports to New Zealand and to the Irish Republic have continued to move upwards in the first nine months of this year; exports to Australia recovered in the third quarter to the first quarter's level, but exports to South Africa eased back a little in the third quarter. Exports to India, already tending downwards since the beginning of the year, fell back particularly sharply in September.

Exports to the remaining countries of the Sterling area as a group have been expanding this year; they were at a high rate in the first quarter, dropped back a little in the second, but rose to a



NOTE: On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

TABLE 2

United Kingdom exports: Non-Sterling area

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Non-Sterling Area:			
North America	138·8 (+ 6)	176·6 (+11)	178·2 (+25)
Seasonally adjusted	*156*	*159*	*182*
Canada	40·7 (+ 9)	50·9 (—12)	51·1 (+19)
Seasonally adjusted	*48*	*43*	*52*
United States & Deps.	98·1 (+ 4)	125·7 (+25)	127·1 (+27)
Seasonally adjusted	*107*	*119*	*129*
Western Europe	420·6 (— 2)	458·5 (+ 3)	408·1 (+10)
Seasonally adjusted	*428*	*429*	*435*
Free Trade Association including Finland	164·7 (+ 7)	177·5 (+ 6)	153·7 (+11)
Seasonally adjusted	*167*	*166*	*166*
Finland	15·9 (+10)	21·3 (+14)	16·7 (+12)
Sweden	53·9 (+14)	58·4 (+ 9)	49·8 (+15)
Seasonally adjusted	*55*	*53*	*56*
Norway	21·9 (—15)	22·7 (+ 4)	18·8 (+ 2)
Denmark & Greenland	33·9 (+15)	32·1 (+ 0)	28·3 (+ 9)
Switzerland & Liechtenstein	21·4 (+ 2)	23·4 (— 2)	22·1 (+ 7)
Portugal, Azores and Madeira	10·3 (+14)	10·5 (+ 6)	9·5 (+11)
Austria	7·4 (— 8)	9·2 (+15)	8·5 (+23)
Economic Community	218·7 (— 8)	236·8 (— 1)	213·5 (+ 7)
Seasonally adjusted	*221*	*224*	*224*
Western Germany	58·1 (+ 9)	66·2 (+13)	64·4 (+25)
Seasonally adjusted	*58*	*65*	*66*
Netherlands	47·2 (— 7)	49·8 (— 5)	45·3 (+ 0)
Seasonally adjusted	*47*	*47*	*47*
Belgium & Luxembourg	42·2 (+ 3)	44·6 (+ 3)	37·8 (+ 3)
Seasonally adjusted	*42*	*43*	*42*
France	44·9 (—11)	46·8 (— 8)	40·8 (+ 5)
Seasonally adjusted	*45*	*42*	*45*
Italy	26·1 (—37)	29·4 (—15)	25·1 (— 6)
Seasonally adjusted	*27*	*28*	*27*
Spain, Canary Islands and Spanish Ports in North Africa	20·5 (+ 1)	26·5 (+42)	23·1 (+37)
Other	16·7 (— 7)	17·7 (— 8)	17·7 (+ 5)
Soviet Union and Eastern Europe	24·7 (—15)	27·2 (+ 6)	27·9 (+28)
Seasonally adjusted	*24*	*27*	*29*
Soviet Union	9·3 (—19)	11·9 (+20)	11·6 (+54)
Other	15·3 (—12)	15·4 (— 4)	16·3 (+15)
Latin America	44·8 (+21)	37·0 (+ 4)	37·7 (+ 6)
Seasonally adjusted	*44*	*37*	*39*
Venezuela	6·4 (+20)	5·7 (— 6)	6·3 (+23)
Argentina	7·6 (+21)	6·5 (+12)	6·0 (— 8)
Other	30·8 (+21)	24·8 (+ 4)	25·4 (+ 7)
Other Non-Sterling	91·7 (— 7)	94·1 (+ 4)	89·4 (+ 7)
Seasonally adjusted	*92*	*90*	*95*
Middle East	43·9 (—16)	47·5 (+ 3)	45·6 (+12)
Japan	12·4 (—20)	12·6 (—19)	13·1 (—10)
Seasonally adjusted	*13*	*11*	*13*
Other	35·4 (+15)	34·0 (+17)	30·7 (+ 9)
Total Non-Sterling	720·6 (— 1)	793·4 (+ 5)	741·2 (+13)
Seasonally adjusted	*743*	*742*	*779*

United Kingdom exports: Areas

TABLE A. Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1964 3rd quarter	128	23	10	10	135	71	51	50	35	15	12	8	30	363
4th quarter	133	22	10	12	138	74	52	52	35	16	14	7	31	377
1965 1st quarter	136	24	10	10	143	74	56	52	36	16	15	8	31	383
2nd quarter	133	22	10	10	143	75	55	53	40	14	12	9	30	381
July	142	25	11	10	151	78	57	66	47	19	13	9	35	418
August	141	23	10	11	139	73	52	59	43	16	13	10	29	391
September	132	23	12	8	144	73	57	57	38	18	13	10	31	388
2nd quarter	133	22	10	10	143	75	55	53	40	14	12	9	30	381
3rd quarter	138	24	11	10	145	75	55	61	43	17	13	10	32	399

TABLE 2 (*Continued*)

United Kingdom exports: Sterling area

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Sterling Area:			
Jamaica	5·4 (— 0)	5·7 (+ 4)	5·3 (— 1)
Trinidad and Tobago	5·6 (—13)	6·7 (+12)	5·8 (+12)
Australia	71·6 (+11)	66·1 (+10)	70·6 (+ 8)
Seasonally adjusted	*72*	*65*	*71*
New Zealand	27·8 (— 5)	30·5 (+ 4)	32·8 (+16)
Seasonally adjusted	*30*	*30*	*33*
India	30·7 (—13)	31·8 (— 3)	27·6 (+ 3)
Seasonally adjusted	*31*	*29*	*29*
Pakistan	13·8 (+20)	13·2 (+21)	10·6 (+17)
Ceylon	5·1 (— 8)	4·5 (—23)	4·4 (— 1)
Malaysia	21·8 (— 1)	23·6 (+12)	21·9 (+21)
Hong Kong	17·5 (+16)	15·3 (+15)	16·0 (+16)
Ghana	7·8 (— 0)	4·8 (—26)	13·4 (+55)
Nigeria	18·7 (+ 1)	18·4 (+ 7)	17·2 (+11)
Zambia	3·1	3·9	4·0
Malawi	0·7 (+17) (1)	0·8 (+27)	0·9 (+35)
S. Rhodesia	7·9	7·9	8·0
Kenya	8·4 (+ 5)	9·2 (+ 7)	8·4 (+ 9)
Middle East	17·9 (—11)	21·1 (+12)	20·3 (+21)
Irish Republic	42·1 (+ 3)	48·2 (+13)	43·0 (+12)
Seasonally adjusted	*43*	*46*	*46*
Republic of S. Africa	63·3 (+10)	64·7 (+12)	57·7 (— 2)
Seasonally adjusted	*60*	*63*	*61*
Other	32·1 (+ 5)	35·6 (+15)	32·5 (+12)
Total Sterling Area	401·3 (+ 3)	411·8 (+ 9)	400·6 (+11)
Seasonally adjusted	*409*	*400*	*414*

(1) Separate figures not available prior to 1965.

new peak in the third quarter. The substantial recovery in total exports to Ghana in the first nine months of this year has been more than accounted for by aircraft. After allowing for the erratic exports of aircraft, and to a lesser extent of ships, the continued upward movement in exports to the less developed countries of the Sterling area in the course of the first three quarters of this year stems mainly from a strong surge in exports to Rhodesia, Zambia and Malawi, which in the most recent three months reached a rate over one-third higher than a year ago, and in fast growth in recent months in exports to Libya. Exports to other less-developed sterling countries this year have mostly remained well above the rates of a year ago, but without showing much further expansion in recent months beyond the rate reached in the first quarter of this year.

Western Europe

Exports to EEC countries in the third quarter of this year at an average of £75 million a month, seasonally adjusted, were virtually the same as in the previous quarter, and very little up on the first quarter. In the first nine months of this year the monthly average has been a little below that of the year 1964.

The relative flatness during this year, however, conceals wide differences between the various countries. Only Western Germany has shown strong continued growth with exports in the first nine months of this year at a rate 14 per cent higher than the average for 1964, though there was some moderation in the pace of growth in the third quarter of this year. Exports to France made a partial recovery in the third quarter after the sharp drop in the second quarter, but exports to Italy and to Belgium eased back from the previous quarter's rate, while there was little change in exports to the Netherlands. The weakness of exports to Italy and France this year is the principal factor offsetting the rise in exports to Western Germany.

Exports of fuel and of raw materials (particularly of wool) to EEC countries were lower in January-September than in the corresponding period of 1964. While exports of cars to EEC countries in the first quarter of this year remained low, the second and third quarters have shown sufficient recovery for the nine months as a whole to be little different from a year ago; exports to Italy have recovered some ground after having fallen to very low levels indeed a year ago. There has been a marked drop in exports of completed tractors to EEC (this started late last year), but other categories of machinery have not shown much change in the first nine months of this year compared with a year earlier.

Exports to EFTA countries in the third quarter, at an average of £55 million a month, seasonally adjusted, were virtually unchanged from the previous two quarters. Over the first nine months of the year, however, they have averaged 7 per cent more than the year 1964 rate; exports to Switzerland have shown little change and those to Norway have fallen back (due mainly to lower ship exports), but all other countries have been well above their 1964 rates. Exports of ships to EFTA countries were high in the first quarter, but have since fallen back, and there has been a flattening in recent months in the previously very strong rise in exports of metals. Exports of machinery have expanded strongly in recent months, but other categories of exports have shown rather slow expansion overall in the course of the first three quarters of this year.

Among other countries of Western Europe there has been a very sharp increase in recent months in exports to Spain, where the average over the first nine months of this year has been 24 per cent higher than in the same period of 1964. The main increase has been in exports of metals and of machinery.

North America

Exports to North America expanded at an exceptionally rapid rate in the third quarter of this year and, at £61 million a month, seasonally adjusted, were 14 per cent above the second quarter. Over the first nine months of this year they have averaged 11 per cent more than the year 1964 rate.

The third quarter saw a sharp recovery in exports to Canada after the decline in the second quarter. Both the weakness in the second quarter's exports and the recovery in the third quarter, can be largely traced to the machinery sector, which frequently shows marked lumpiness in the short term. Taking the first nine months of this year, exports of machinery to Canada have been expanding fairly strongly and at 10 per cent above the same period of last year have accounted for virtually the whole rise of just under 4 per cent in total exports to Canada over the same period.

However, the main expansion in recent months in total United Kingdom exports as well as in shipments to North America has been to the United States market, where exports in the third quarter averaged 8 per cent more than in the second quarter. It seems probable that the effect of the dock strike in the United States in the early months of this year distorted the pattern of trade in the first two quarters; taking the first half-year as a whole exports were 15 per cent higher than a year earlier, and in the third quarter they were no less than 27 per cent above a year earlier. While almost all the main categories of goods exported to the United States have been expanding strongly this year, there has been a particularly large increase in exports of iron and steel, associated with the heavy build-up of stocks in the United States against the possibility of an autumn strike in the United States iron and steel industry. Of the increase of £27 million in total United Kingdom exports to the United States in the third quarter, compared with a year earlier, £6½ million was in iron and steel alone. Exports of aircraft to the United States have also been growing strongly this year, and in the first nine months have totalled £16 million, as against £3 million for the same period a year earlier. Iron and steel and aircraft in fact account for much of the accelerated growth in exports to the United States in recent months as compared with the rate of growth in the first half of this year. Exports of cars have not shared in the general buoyancy in this market this year and in the first nine months were rather lower than a year earlier.

Rest of the world

Exports to Latin America in the third quarter, at an average of £13 million a month, seasonally adjusted, were 4 per cent higher than in the previous quarter, though still lower than in the first quarter when they were boosted by exports of ships.

Exports to Soviet Eastern Europe in the third quarter, at £10 million a month, seasonally adjusted, were 9 per cent higher than in the previous quarter. Exports to this area have been moving strongly upwards this year after passing their low point at the end of 1964, though they still remain below the peak rate reached in 1963.

Exports to Japan showed a partial recovery in the third quarter after their sharp decline in the first half-year.

COMMODITY PATTERN OF EXPORTS

Exports of machinery in the third quarter of this year, at an average of £109 million a month, seasonally adjusted, were 7 per cent higher than in the preceding three months. In the first nine months of this year they have totalled 5½ per cent more than the corresponding period of last year, both for non-electric and electric machinery. In non-electric machinery exports of tractors, although showing a recovery in recent months, have been well below the rate of the first nine months of last year; internal combustion engines have shown a particularly large increase this year and exports of machine tools were at an especially high rate in the third quarter of this year. In electric machinery most of the increase in exports in January-September has been accounted for by power machinery and switchgear; exports of cables and wire, telecommunications apparatus and domestic electric equipment have fallen below the rate of a year earlier.

Exports of transport equipment in the first nine months of this year have been boosted by the sharp increase of 57 per cent in aircraft exports as compared with a year earlier to an average this year of around £6 million a month. Ships' exports have fluctuated from quarter to quarter, but in the first nine months have totalled a little less than in the same period last year. Exports of road motor

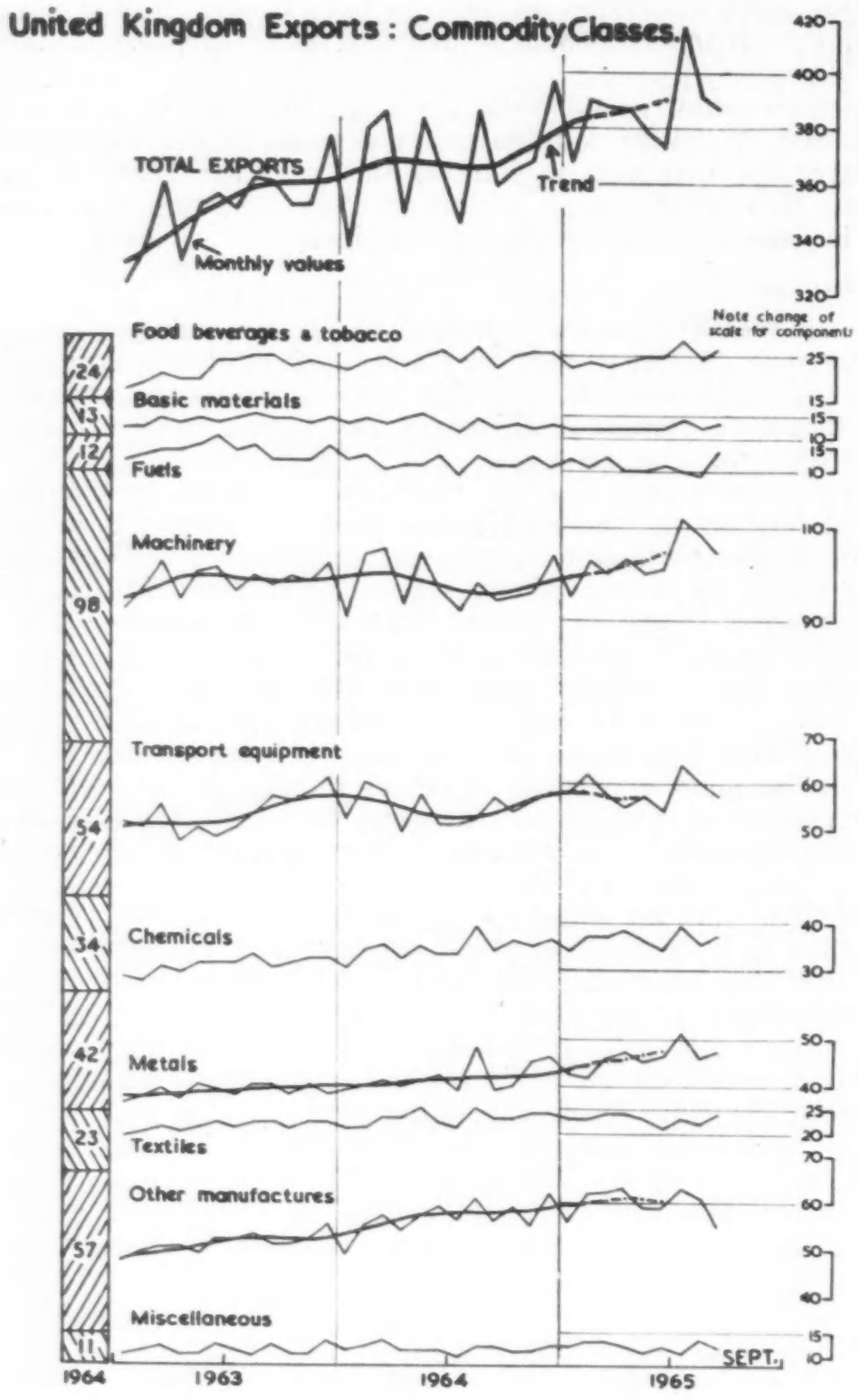


TABLE 3

Engineering Products

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Machinery and transport equipment	474·7 (— 2)	510·3 (+ 6)	475·5 (+16)
Seasonally adjusted	*477*	*471*	*506*
Machinery other than electric	218·0 (— 6)	239·3 (+ 5)	229·2 (+20)
Seasonally adjusted	*217*	*222*	*245*
Boilers, auxiliary plant and steam engines	6·2 (— 1)	5·3 (—12)	5·4 (— 8)
Aircraft engines, new	4·7 (+25)	4·7 (+24)	4·9 (+125)
Other internal combustion engines	24·5 (+ 7)	28·3 (+27)	24·3 (+32)
Tractors and parts	25·7 (—33)	36·4 (+ 1)	36·8 (+17)
Office machinery	11·2 (+ 3)	9·8 (— 1)	10·3 (+22)
Machine tools	12·3 (— 4)	13·2 (+ 7)	14·2 (+56)
Textile machinery	17·2 (— 7)	16·7 (+ 1)	17·1 (+27)
Construction and mining machinery	14·6 (— 3)	17·0 (+ 6)	14·0 (+ 7)
Mechanical handling equipment	10·4 (+29)	9·3 (+ 9)	8·5 (+13)
Electric machinery, apparatus and appliances	82·2 (+ 1)	86·9 (+ 8)	77·2 (+ 7)
Seasonally adjusted	*83*	*83*	*83*
Generators, motors, converters, transformers and rectifiers	12·1 (+ 3)	12·2 (+15)	11·4 (+25)
Switchgears, starting and controlling gear, etc.	6·7 (+ 2)	6·8 (+12)	6·5 (+40)
Electric wires and cables	7·1 (—14)	8·4 (+17)	8·0 (—17)
Telecommunications apparatus	20·0 (— 3)	22·2 (+ 2)	18·5 (— 2)
Domestic electrical equipment	8·4 (+ 2)	8·2 (— 2)	7·3 (— 6)
Road motor vehicles (1)	137·9 (— 4)	151·1 (+ 8)	132·7 (+12)
Seasonally adjusted	*137*	*138*	*142*
Cars and chassis	62·2 (—10)	68·7 (— 0)	59·2 (+ 4)
Commercial vehicles and chassis	31·7 (— 5)	34·2 (+ 8)	30·7 (+12)
Aircraft and parts	15·3 (+ 8)	17·6 (+64)	18·8 (+135)
Ships and boats	11·0 (+56)	4·1 (—55)	6·6 (—21)
Professional, scientific and controlling instruments, etc.	22·8 (+ 4)	26·5 (+11)	24·7 (+23)
Engineering products	497·5 (— 2)	536·8 (+ 7)	500·2 (+17)

(1) Including tractor parts.

United Kingdom exports: Commodity Classes

TABLE B. Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	Total
1964 3rd quarter	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
July	27	14	11	354	176	113	50	14	39	51	25	63	11	418
August	24	12	9	335	169	109	46	13	36	46	22	61	14	391
September	26	13	14	323	161	105	46	11	37	47	24	53	12	388
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399

TABLE 4 **Other manufactures**

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Chemicals	107·2 (+ 6)	113·8 (+10)	107·6 (+ 8)
Seasonally adjusted	*109*	*109*	*111*
Chemical elements and compounds	27·2 (+ 3)	28·2 (+ 6)	26·2 (+ 6)
Dyeing, tanning and colouring materials	13·0 (— 1)	13·8 (— 1)	13·5 (+1)
Medicinal and pharmaceutical products	16·0 (+ 7)	17·1 (+18)	16·8 (+19)
Essential oils, toilet, polishing and cleansing preparations	8·3 (— 7)	9·2 (— 1)	9·1 (+ 2)
Plastic materials	19·9 (+12)	20·2 (+10)	19·3 (+ 4)
Manufactured goods, classified chiefly by material	289·3 (+ 5)	316·2 (+ 8)	288·0 (+ 8)
Seasonally adjusted	*293*	*302*	*305*
Rubber manufactures	11·5 (— 7)	12·2 (— 4)	11·1 (+ 1)
Paper	12·5 (+ 3)	12·4 (+ 1)	12·1 (+ 8)
Textile manufactures	68·5 (+ 1)	70·0 (— 1)	67·7 (+ 4)
Seasonally adjusted	*69*	*68*	*70*
Wool yarns and woven fabrics	21·2 (— 2)	22·3 (— 5)	22·9 (+ 6)
Cotton yarns and woven fabrics	10·8 (— 2)	10·5 (— 5)	9·9 (— 7)
Man-made fibre yarns and woven fabrics	15·8 (+10)	14·9 (— 0)	13·6 (— 1)
Miscellaneous textile manufactures	20·7 (— 0)	22·3 (+ 5)	21·3 (+13)
Wool tops	7·7 (—26)	7·1 (—41)	6·8 (—11)
Pottery and glass	10·0 (+ 4)	10·5 (— 2)	10·8 (+ 9)
Metals	127·6 (+ 5)	148·1 (+16)	135·9 (+19)
Seasonally adjusted	*132*	*139*	*144*
Iron and steel	54·2 (+ 4)	62·2 (+11)	56·4 (+ 8)
Non-ferrous metals	36·2 (+10)	45·1 (+32)	41·1 (+41)
Miscellaneous metal manufactures	37·2 (+ 3)	40·8 (+11)	38·4 (+17)
Miscellaneous manufactured articles	79·9 (+ 8)	88·3 (+14)	91·6 (+17)
Seasonally adjusted	*85*	*88*	*89*
Clothing and footwear	14·0 (+ 6)	13·3 (+17)	18·7 (+14)
Printed matter	11·4 (+ 6)	12·4 (+10)	13·0 (+15)

vehicles at a monthly average rate of £47 million, seasonally adjusted in the third quarter of this year, showed an increase of some 3 per cent over the fairly flat rate in the first two quarters of the year. The first nine months of this year have been 5 per cent above a year earlier; car exports, however, have fallen slightly below the corresponding period of a year earlier (though with an improvement after the depressed levels early this year) and commercial vehicles have shown only a small increase. The main increase has been in exports of parts for cars and for tractors.

Exports of metals and miscellaneous metal manufactures have been a strong expansionary force in exports this year, and in the third quarter at an average of £48 million a month, seasonally adjusted, were 3 per cent higher than in the previous quarter, which in turn was 5 per cent higher than the first quarter. Over

TABLE 5 **Other exports**

£ million f.o.b.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Food and live animals	35·4 (—11)	39·1 (— 3)	38·2 (+ 1)
Seasonally adjusted	*36*	*40*	*39*
Cereals and cereal preparations	5·2 (+ 9)	4·6 (— 1)	5·2 (+21)
Sugar and sugar preparations	6·9 (—33)	5·6 (—54)	5·6 (—54)
Beverages and tobacco	26·3 (+ 7)	33·7 (+17)	37·7 (+27)
Seasonally adjusted	*32*	*31*	*38*
Whisky	18·5 (+ 5)	24·7 (+17)	28·2 (+29)
Crude materials (including wool tops) and animal and vegetable oils and fats	37·6 (—12)	37·9 (—15)	36·3 + 9)
Seasonally adjusted	*37*	*35*	*39*
Mineral fuels, lubricants and related materials	36·9 (+ 0)	31·2 (— 9)	31·9 (+ 3)
Seasonally adjusted	*36*	*32*	*34*
Coal, coke and briquettes	7·3 (—37)	5·4 (—41)	5·7 (—28)
Petroleum products	27·0 (+24)	22·8 (+ 3)	23·8 (+14)

the first nine months of this year this category of exports was 14 per cent higher than a year ago; iron and steel was 7½ per cent up, mainly due to a doubling in exports to the United States; non-ferrous metals were 28 per cent up, most main markets showing increases; manufactures of metals were 10 per cent higher.

Most other categories of manufactured goods showed good increases in the most recent three months, with the notable exception of precious stones, where there was an erratically low rate of exports in September (some £4 million, as compared with a monthly average of £14 million for January-August and £11 million in September 1964).

Amongst other exports whisky has been showing very fast growth in recent months; the third quarter of this year was some 29 per cent above a year earlier, following an increase of 17 per cent in the preceding quarter. In the sector covering basic materials the seasonally adjusted rate of exports showed some increase in the third quarter of this year; exports of wool were at a low level in the first half of this year, but have shown signs of recovery in recent months.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. (*See page* 1132 *of this issue.*)

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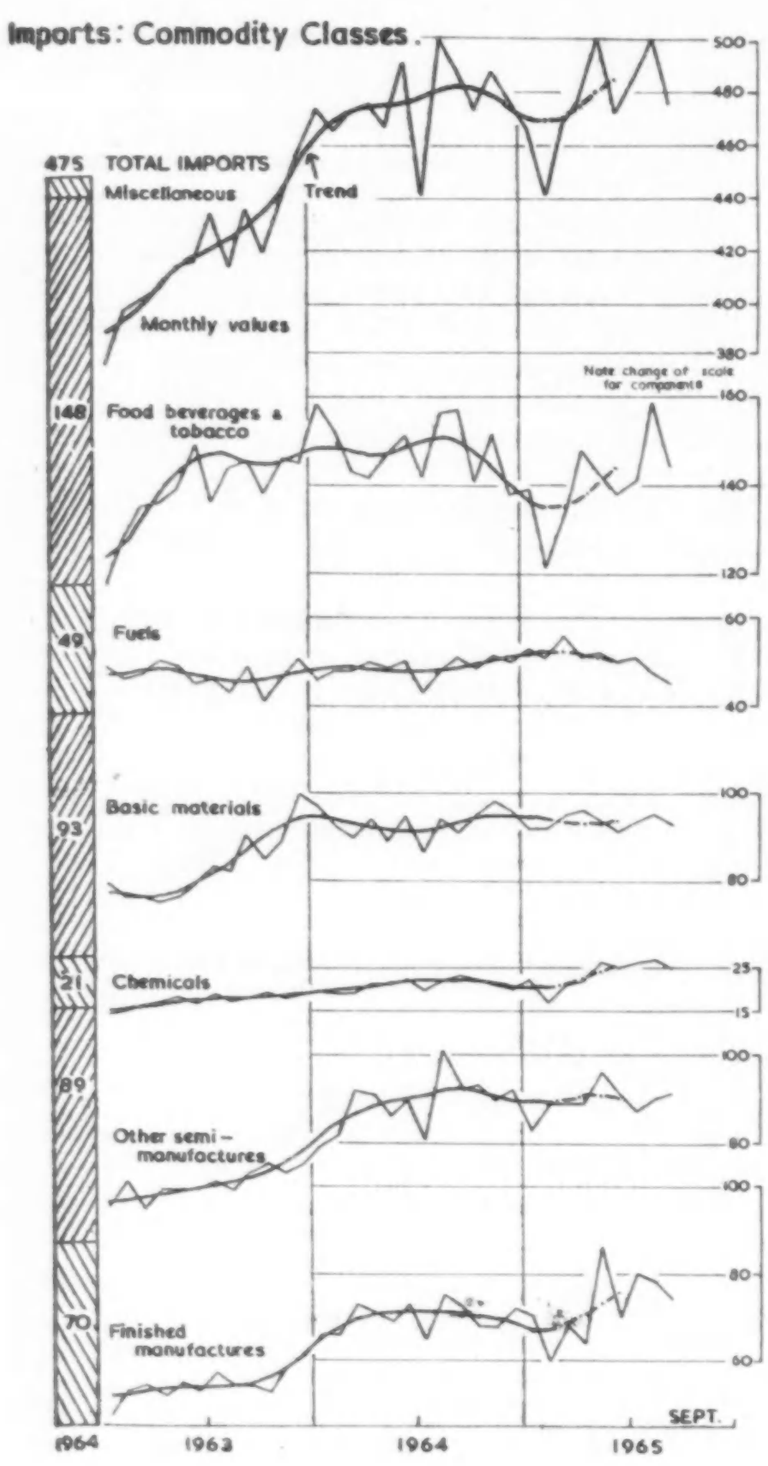
COMMODITY PATTERN OF IMPORTS

Imports in the first nine months of this year have been running at a level not much more than that of the year 1964 as a whole, although there have been some erratic movements between the quarters. In the early months of this year imports were delayed by the American dock strike and were later affected by the reduction in the import charge towards the end of April. These factors contributed to the abnormally low figures in the first quarter, especially in imports of food and of finished manufactures, and the markedly higher figures in the second quarter. In the third quarter total imports were not much higher than in the second quarter, but there were some divergent movements among the main commodity groups.

Food, beverages and tobacco

Imports of food, beverages and tobacco, which were high in 1964 and were tending to fall in the latter part of the year, were much affected by the American dock strike in the first half of this year, with low arrivals in the first quarter and an influx of previously delayed goods in the second. These imports increased further in the third quarter and were back to the rate of the second half of last year. In the first nine months of this year, however, they have averaged 6 per cent (£9 million a month) less than in the corresponding months of 1964 and 4 per cent less than the average rate for the year 1964.

Imports of drink, tobacco and most categories of food were higher in the third quarter than in the second. The main exceptions were imports of meat and of dairy produce, both of which fell markedly. These reductions brought the cumulative total for meat imports in the first nine months back to about the same rate as in the first nine months of 1964 and for imports of dairy produce and eggs (which had been high in 1964) to 5 per cent less than a year ago. There was also a small further decline in the value of sugar imports, the total for the nine months being only about half that of a year ago, with both prices and volume lower. Among increases in the third quarter imports of cereals and feeding stuffs continued to rise, and so far this year have been 5 per cent more than in the same period of 1964. Imports of fruit and vegetables recovered in the third quarter after falling sharply in the first quarter and remaining flat in the second, and in the first nine months of this year were 1 per cent more than in the corresponding period a year ago. There was a rise in imports of beverages in the third quarter. These had fallen sharply towards the end of last year and in the early months of 1965, partly under the effect of the import charge. With the reduction in the rate of charge there has been an increase in these imports, but the cumulative total was still 14 per cent less than in the first nine months of last year, with wines 14 per cent less and spirits nearly 25 per cent less. Imports of tobacco, which fluctuated during 1964 and seemed earlier this year to have been affected by the American dock strike, continued to rise in the third quarter, but for the year so far were about 2 per cent less than in the corresponding nine months of last year.



Industrial materials

Imports of industrial materials have fluctuated this year, partly reflecting the effects of the import charge on semi-manufactures (which account for rather more than half of the imports of industrial materials, with basic materials rather less than half). They were low in the first quarter, rebounded in the second, and eased back a little in the third, most of the movement being in semi-manufactures. Over the first nine months of the year they were 1 per cent up on the average for the year 1964 and 2 per cent up on the first nine months of 1964.

Imports of basic materials have remained fairly level this year at a rate little different from the average of last year as a whole. Compared with the corresponding nine months a year ago they have been just over 1 per cent higher. Amongst the various categories comprising the group, imports of wood, lumber and cork were nearly 8 per cent more than in the first nine months of 1964 with higher imports of soft wood and wood pulp. There was an increase in imports of iron ore in the third quarter, and they have been 3 per cent more so far this year than a year earlier. There was a fall in the value of imports of wool, with lower quantities and falling prices, as compared with the first nine months of 1964. There was a further reduction in imports of cotton; these were over a fifth less in the period January-September this year than in the corresponding period a year earlier. There was a further fall, too, in imports of crude rubber and of hides and skins between the same two periods.

Imports: Commodity Classes

TABLE C. Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
July	141	51	206	94	26	87	80	6	485
August	159	47	213	95	27	91	78	6	501
September	145	46	209	94	25	91	74	7	476
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489

Imports of semi-manufactures, most of which are subject to the import charge (the main exception being non-ferrous metals), eased back 1 per cent in the third quarter from the high rate in the second. In the first nine months of this year they averaged 3 per cent more than in the corresponding period of 1964. These imports increased rapidly throughout 1964, but in the first quarter this year they fell sharply followed by a marked recovery in the second quarter. Imports of chemicals increased particularly sharply in the second quarter, and in the third quarter rose a further 6 per cent; in the first nine months of this year they were 11 per cent up on the same period last year. Imports of other semi-manufactures were 3 per cent less in the third quarter than in the second, and in the year so far they have averaged about 1 per cent more than a year ago. Imports of iron and steel showed a marked decrease (nearly a third less) in the first nine months of this year on a year ago, but these imports had been particularly high in the first half of 1964 partly owing to a strike holding up supplies from home producers. There was a fall of 11 per cent when comparing the third quarter of 1965 with the same period a year ago, most of this reduction being in imports of plates and sheets, in particular from Canada, United States and the Netherlands. There was also a substantial reduction (comparing the first nine months of 1965 and 1964) in imports of textile yarns, and of fabrics of cotton in particular; these were less by over a fifth. Imports of some leather manufactures also declined. Against these reductions there were increases during the period of some other semi-manufactured goods. Imports of copper have been rising sharply this year. In the first nine months they were over a third more in value than in the same period last year, with both quantity and price higher. There was not much change in the value of aluminium imported this year compared with last.

Mineral fuels and lubricants

Imports of fuels, which rose to a peak rate in the first half of this year, fell sharply (by 6 per cent) in the third quarter, compared with the second. Some of the reduction was in prices. Taking the first nine months together there was an increase of over 5 per

TABLE 6

Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Food and live animals	390·4 (—11)	400·3 (— 3)	378·0 (— 2)
Seasonally adjusted	*367*	*395*	*406*
Live animals	13·6 (—22)	8·3 (—38)	12·6 (—11)
Meat and meat preparations	91·8 (+ 3)	94·9 (+10)	93·6 (— 9)
Seasonally adjusted	*88*	*97*	*91*
Beef and veal	15·6 (+ 3)	18·9 (+ 4)	23·4 (—16)
Th. tons	58 (—17)	70 (— 4)	80 (—25)
Mutton and lamb	27·8 (+18)	24·7 (+40)	12·7 (—23)
Th. tons	120 (— 1)	117 (+39)	57 (—24)
Bacon	25·8 (— 4)	26·2 (— 0)	27·8 (— 8)
Th. tons	96 (+ 6)	99 (+ 4)	101 (— 5)
Dairy products and eggs	61·8 (+11)	49·4 (— 0)	36·3 (—24)
Seasonally adjusted	*54*	*52*	*42*
Butter	44·8 (+ 5)	33·6 (— 3)	27·3 (—23)
Th. tons	128 (+ 1)	99 (— 3)	84 (—21)
Fish and fish preparations	15·7 (—23)	13·9 (+ 9)	18·9 (+23)
Raw sugars	19·8 (—63·	24·4 (—35)	24·4 (+ 1)
Th. tons	422 (—34)	567 (— 2)	569 (+11)
Cocoa beans	2·9 (—53)	6·1 (—11)	2·1 (+72)
Th. tons	16 (—47)	38 (+ 4)	17 (+149)
Tea and mate	28·8 (+ 4)	20·6 (+10)	26·8 (+ 6)
Th. tons	68 (+ 8)	50 (+12)	65 (+ 9)
Cereals and feeding stuff for animals	72·9 (— 4)	76·2 (+ 6)	78·7 (+16)
Seasonally adjusted	*71*	*74*	*82*
Fruit and vegetables	68·1 (— 2)	86·9 (+ 1)	66·7 (+ 5)
Seasonally adjusted	*69*	*69*	*77*
Beverages and tobacco	18·2 (—31)	28·4 (+ 1)	43·8 (+ 1)
Seasonally adjusted	*28*	*36*	*41*
Beverages	8·2 (—25)	11·9 (—20)	17·0 (+ 0)
Tobacco and tobacco manufactures	10·0 (—34)	16·6 (+25)	26·8 (+ 2)
Seasonally adjusted	*18*	*24*	*25*

TABLE 7 **Materials and Fuels**

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Crude materials	258·6 (— 2)	264·5 (— 1)	265·9 (+ 3)
Seasonally adjusted	*260*	*268*	*266*
Oil seeds, oil nuts and oil kernels	11·1 (+ 2)	11·9 (— 1)	12·8 (+26)
Seasonally adjusted	*11*	*12*	*14*
Wood, lumber and cork	43·1 (+23)	52·9 (+ 5)	73·7 (+ 2)
Seasonally adjusted	*65*	*59*	*54*
Sawn softwood	31·4 (+25)	40·3 (+ 6)	58·3 (+ 1)
Th. standards	365 (+16)	454 (— 2)	653 (— 6)
Woodpulp	37·3 (+ 9)	37·1 (+11)	31·6 (— 2)
Th. tons	807 (+ 7)	774 (+ 6)	669 (— 4)
Wool and other animal hair and tops	38·5 (—29)	37·7 (—21)	24·5 (— 4)
Seasonally adjusted	*34*	*35*	*34*
Raw wool	34·7 (—30)	34·1 (—22)	20·1 (—11)
Th. tons	71 (—18)	76 (+ 4)	46 (+ 7)
Raw cotton	13·8 (—24)	13·9 (—19)	9·8 (—13)
Th. tons	57 (—28)	59 (—16)	43 (— 9)
Metalliferous ores and scrap	45·3 (+14)	51·8 (+12)	53·2 (+10)
Iron ore	18·7 (+ 2)	21·0 (— 1)	24·0 (+ 9)
Th. tons	4,355 (+ 4)	4,674 (— 2)	5,307 (+ 9)
Hides and skins	17·3 (—11)	12·0 (— 5)	12·0 (+10)
Crude rubber	13·0 (— 0)	11·1 (— 4)	11·5 (— 7)
Animal and vegetable oils and fats	16·6 (+61)	15·9 (— 1)	17·0 (+42)
Seasonally adjusted	*20*	*13*	*16*
Chemicals	62·3 (— 0)	73·5 (+16)	75·2 (+20)
Seasonally adjusted	*58*	*74*	*78*
Manufactured goods classified chiefly by material	264·0 (+ 3)	278·5 (+ 2)	262·7 (— 1)
Seasonally adjusted	*261*	*277*	*269*
Wood manufactures	17·9 (+18)	17·2 (+ 2)	16·8 (+ 3)
Newsprint paper and board	28·0 (—14)	32·1 (— 5)	32·9 (— 3)
Cotton yarns and fabrics	13·6 (—26)	14·3 (—29)	14·2 (—23)
Other textile manufactures	24·4 (— 1)	22·2 (—16)	24·1 (— 8)
Iron and steel	18·5 (—46)	19·7 (—31)	19·4 (—11)
Th. tons	291 (—62)	278 (—54)	312 (—27)
Non-ferrous metals	89·7 (+27)	94·4 (+24)	83·7 (+ 2)
Copper	43·3 (+38)	44·4 (+32)	44·1 (+41)
Th. tons	147 (+11)	149 (+ 9)	147 (+20)
Aluminium	17·3 (+ 0)	19·5 (+14)	15·0 (—15)
Total industrial materials (1)	601·5 (+ 1)	632·3 (+ 2)	620·9 (+ 4)
Seasonally adjusted	*599*	*632*	*629*
Mineral fuels, lubricants and related materials	165·0 (+14)	155·5 (+ 2)	143·6 (+ 2)
Crude petroleum	110·8 (+13)	111·3 (+ 4)	105·9 (+ 7)
Th. tons	16,503 (+19)	16,957 (+10)	16,252 (+11)
Petroleum products	49·8 (+10)	39·3 (— 9)	33·8 (—15)
Th. tons	6,098 (+25)	4,457 (— 7)	3,745 (— 8)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

TABLE 8 **Finished manufactures**

£ million c.i.f.
(*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Consumer goods (1)	58·0 (—15)	63·3 (—17)	60·5 (—10)
Cars and motor cycles	6·7 (—29)	8·6 (—24)	5·8 (—24)
Other durable goods	14·2 (—10)	18·2 (— 4)	17·4 (— 1)
Works of art	5·8 (— 1)	5·7 (—22)	5·1 (— 2)
Clothing and footwear	21·3 (—21)	18·0 (—29)	18·2 (—26)
Other consumer goods	10·0 (— 1)	12·7 (+ 0)	14·0 (+13)
Other, mainly capital goods	139·4 (— 0)	164·7 (+13)	164·8 (+23)
Machinery	102·6 (+ 7)	118·0 (+11)	116·1 (+17)
Aircraft, aircraft engines	8·9 (—18)	11·6 (+ 2)	12·4 (+15)
Ships and boats	2·4 (—80)	6·9 (+119)	8·2 (+472)
Instruments	11·3 (+14)	12·1 (+ 2)	12·1 (+11)
Other	14·2 (+25)	16·2 (+28)	16·0 (+34)
Total finished manufactures (2)	197·4 (— 5)	228·0 (+ 3)	225·2 (+12)
Seasonally adjusted	*194*	*220*	*232*

(1) Goods covered by the headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C., Revised Sections 7 and 8.

cent in the value of fuel imports compared with the corresponding period a year earlier. Imports of crude petroleum have risen sharply since last year, whilst imports (by value) of petroleum products were reduced. This changing pattern reflects the increasing oil refining capacity in this country, although exceptionally high quantities of petroleum products were imported at the beginning of the year.

Finished manufactures

Imports of finished manufactures, which are mostly goods subject to the temporary import charge, were low in the first quarter of this year, partly as a result of the charge but also because of the American dock strike. They increased sharply in the second quarter, and (after allowing for seasonal variations) increased by a further 6 per cent in the third quarter. For the first nine months of this year they were 2 per cent more than in the corresponding period a year ago. The recent increases seem to have reflected in some measure the reduction in the temporary import charge, with both capital and consumer goods rising after the first quarter though with some signs of easing in the last three months' figures. Over the broader comparison with the first nine months of 1964, the increases have been almost entirely in imports of capital goods; imports of consumer goods have been lower. Imports of miscellaneous manufactured articles (mainly counsumer goods), despite an increase of 9 per cent in the third quarter over the second, were 8 per cent down in the first nine months of this year compared with the corresponding period a year ago.

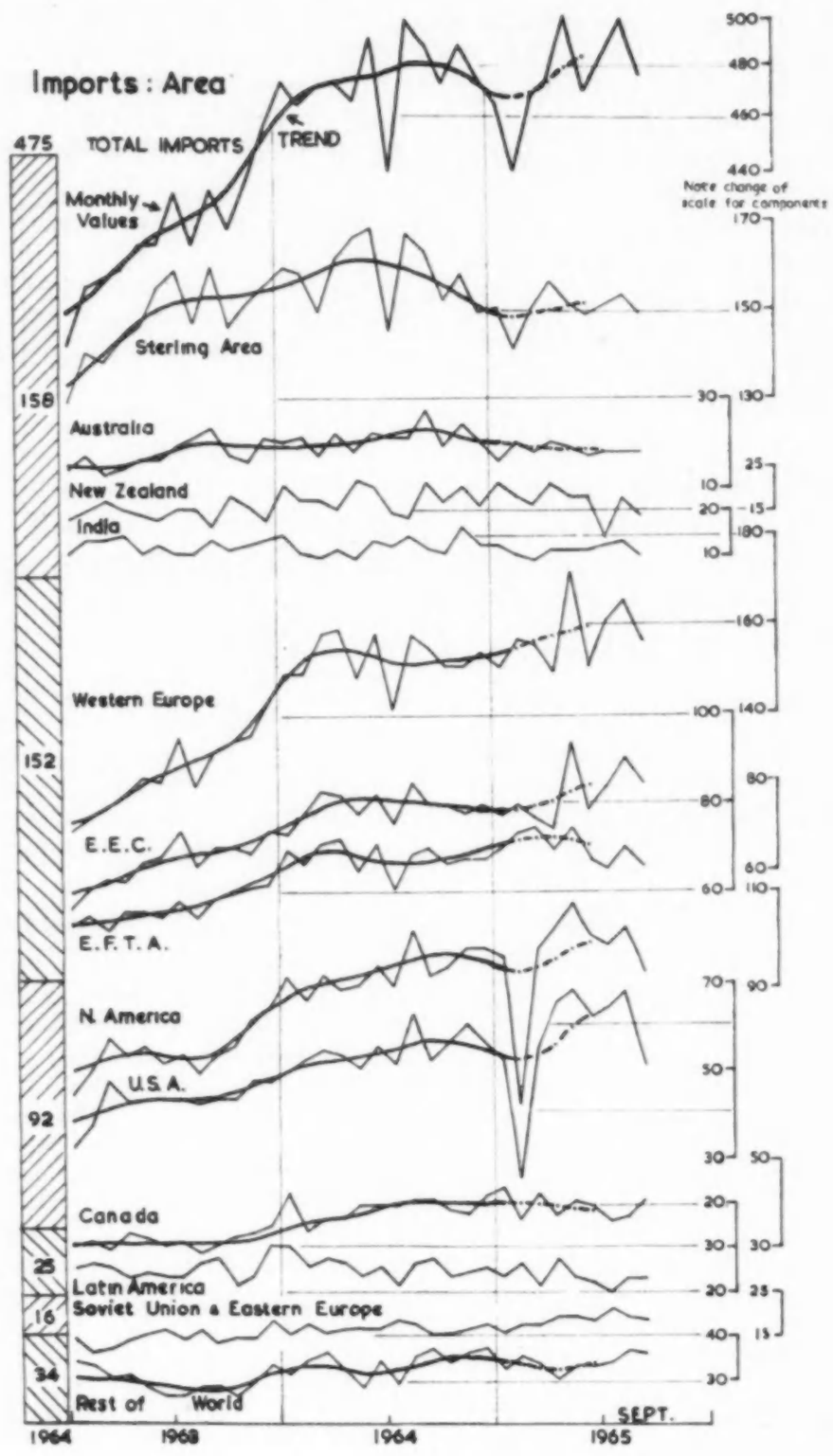
Imports of machinery and transport equipment have been increasing recently. In the third quarter they were 4 per cent more than the high level in the second when they had rebounded from the sharp fall in the first quarter of the year. In the first nine months of this year they have been at a rate 9 per cent more than a year earlier. The rise in the third quarter was spread over all types of machinery and of transport equipment, although the biggest increase was in imports of non-electric machinery. Imports of machinery (Divisions 71 and 72) were 6 per cent more in the third quarter than in the second and 9 per cent more in the first nine months of this year compared with a year ago. There has been on an average no change in imports of aircraft and aircraft engines in the year so far, compared with the first nine months of last, and there has been a rise of 6 per cent in imports of ships and boats, mostly occurring in the third quarter; these latter are known to fluctuate widely. In the third quarter there was an increase of 3 per cent in imports of road motor vehicles as a whole, and comparing the two nine-monthly periods there was a 10 per cent increase this year despite reduced imports of cars and motor cycles; imports of tractor parts increased. Imports of instruments, which had been fairly steady since the end of last year, were 8 per cent more in the third quarter than in the second and 8 per cent more in the first nine months than a year earlier.

Of the reduction of 8 per cent in imports this year of consumer goods as compared with the corresponding nine months a year ago, a large part has been in clothing and footwear. There have been smaller reductions in other non-durable goods and in imported consumer durable goods, e.g. radios and sound reproducing equipment. Against the reductions there were increases in imports of photographic and cinematograph equipment, watches and clocks and in printed matter.

SOURCES OF IMPORTS

The area pattern of imports reflects trends and influences already identified in the analysis of the commodity pattern of imports. Imports from North America have been disturbed by the dock strikes in the United States at the beginning of 1965 and may only have reached a more normal level by the third quarter. Imports from the Sterling area appear to reflect in large measure the continuation of a downward trend in food imports in the early months of the year, followed by some recovery in the last few months. All main sources have been affected in some measure by the temporary import charge and its reduction in April.

Between the second and third quarters imports from the main areas have shown varied movements. There was a significant reduction in imports from North America which had been



Imports: Areas

TABLE D. Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1964 3rd quarter	157	23	16	13	150	79	61	94	55	40	24	17	33	476
4th quarter	152	21	17	12	151	79	62	96	58	39	24	16	36	478
1965 1st quarter	147	18	18	11	154	78	67	85	45	40	24	16	33	458
2nd quarter	153	19	19	10	157	82	66	103	65	39	24	19	32	485
July	152	18	9	12	170	83	65	98	64	36	20	21	34	485
August	154	18	18	13	165	80	65	102	68	37	23	19	37	501
September	150	18	14	10	155	84	61	92	51	40	23	18	36	476
2nd quarter	153	19	19	10	157	82	66	103	65	39	24	19	32	485
3rd quarter	152	18	14	12	160	86	64	97	61	37	22	19	36	489

unusually high in the second quarter and smaller falls from Latin America and the Sterling area; but these declining sources were rather more than offset by increased imports from Western Europe, the Soviet Union and the Rest of the World.

Sterling area

In the third quarter imports from the Sterling area were a little lower than in the second quarter. For the first nine months they were 5 per cent lower than in the corresponding months of 1964. The modest reduction of 1 per cent in the third quarter was mainly in imports from New Zealand which previously had been rising, although imports from Australia continued to fall. The fall from New Zealand was mainly in imports of mutton and lamb, but also in imports of wool. Imports from India were substantially higher (20 per cent) and there were increased imports from the other countries of the Sterling area.

North America

Owing to the distortions in the figures, recent quarterly changes are not very meaningful for imports from this source. For the first nine months of this year imports from North America were 4 per cent more than a year earlier, with increased imports from both United States and Canada.

Western Europe

There have been continued increases this year in imports from Western Europe, mainly from EFTA countries in the first half-year, and from Common Market countries more recently. In the third quarter imports from Western Europe were 2 per cent more than they were in the second quarter. In the first nine months of this year these imports were nearly 4 per cent more than a year ago. Imports from the Common Market countries, although they fell a little at the beginning of the year, possibly because of the announcement of the impending reduction of the import charge, continued to rise thereafter, and in the third quarter were over 4½ per cent more than in the second quarter, about the same percentage increase as that of the first nine months compared with a year ago. Imports from EFTA countries in total increased strongly between the second half of 1964 and the first half of 1965, but then fell back a little (by 3 per cent) between the second and third quarters. Imports from other Western European countries rose sharply in the third quarter and are now above the high rates reached at the beginning of last year. No doubt part of the recent increase in imports from Western Europe reflects bigger purchases of manufactured goods following the reduction in the import charge. In the last few months there is some indication of a slowing-down in imports from these countries.

Rest of the World

Imports from Latin America have continued to fall. In the third quarter they were 7 per cent less than they had been in the second quarter when they had made a slight recovery after a sharp fall at the beginning of the year. Compared with the first nine months a year ago there were lower imports of meat (mainly beef) from the Argentine Republic and reduced imports of copper from Chile. Imports from Venezuela did not change much.

Imports from the Soviet Union and Eastern Europe have been increasing steadily this year, and they reached a peak level in the third quarter when they were 3 per cent more than in the second quarter. On average in the last nine months they were 12 per cent more than during the same period last year.

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TABLE 9 **Imports by areas and countries**

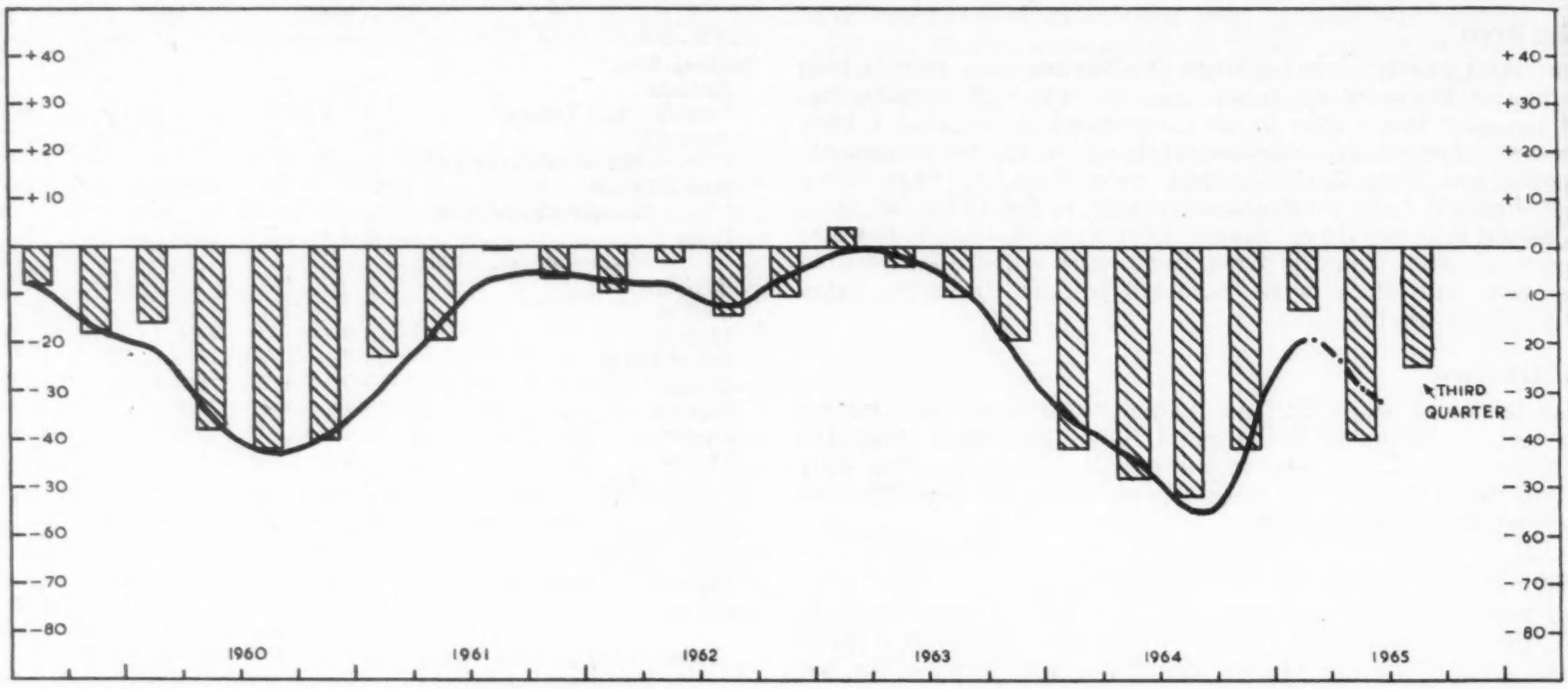
£ million c.i.f. (*percentage change on a year earlier*)

	1st quarter 1965	2nd quarter 1965	3rd quarter 1965
Sterling Area:			
Jamaica	7·2 (—17)	11·4 (— 2)	6·3 (— 6)
Trinidad and Tobago	8·1 (—28)	9·3 (—24)	4·1 (—49)
Australia	55·0 (— 9)	55·9 (—10)	51·9 (—19)
Seasonally adjusted	*54*	*56*	*55*
New Zealand	69·7 (+ 3)	60·6 (+ 6)	32·3 (—17)
Seasonally adjusted	*55*	*57*	*41*
India	34·3 (— 7)	26·0 (—10)	31·3 (— 5)
Seasonally adjusted	*32*	*30*	*36*
Pakistan	8·6 (+15)	5·8 (—25)	6·1 (+30)
Ceylon	9·7 (+20)	11·2 (— 4)	10·5 (— 9)
Malaysia	13·9 (— 5)	11·6 (+ 1)	11·6 (—13)
Hong Kong	18·2 (—10)	17·1 (—22)	18·4 (—11)
Ghana	3·9 (—41)	6·9 (+35)	3·5 (—21)
Nigeria	29·9 (+50)	25·8 (+ 3)	30·0 (+48)
Zambia	14·9	16·2	24·3
Malawi (1)	1·3 (+20)	1·1 (—2)	2·2 (+20)
S. Rhodesia	5·2	5·7	8·2
Kenya	3·5 (—26)	5·2 (—16)	3·9 (— 9)
Middle East	53·4 (— 7)	62·2 (—10)	52·6 (—11)
Irish Republic	40·3 (— 9)	38·1 (—16)	46·3 (— 2)
Republic of S. Africa	40·3 (—12)	49·6 (— 3)	44·9 (+ 2)
Other	43·6 (—20)	46·9 (— 8)	49·0 (+23)
Total Sterling Area	460·9 (— 5)	466·5 (— 7)	437·5 (— 2)
Seasonally adjusted	*441*	*459*	*456*
Non-Sterling Area:			
North America	246·4 (— 5)	303·1 (+15)	281·6 (+ 4)
Seasonally adjusted	*254*	*309*	*292*
Canada	105·1 (+ 9)	119·9 (+ 2)	116·6 (— 5)
Seasonally adjusted	*121*	*116*	*112*
United States & Deps.	141·3 (—14)	183·2 (+25)	165·0 (+13)
Seasonally adjusted	*134*	*196*	*184*
Western Europe	460·3 (+ 2)	468·1 (+ 2)	475·6 (+ 8)
Seasonally adjusted	*462*	*470*	*481*
Free Trade Association including Finland	188·8 (+ 6)	192·4 (+ 3)	203·5 (+ 6)
Seasonally adjusted	*200*	*197*	*191*
Finland	26·2 (+10)	27·3 (+ 1)	34·4 (— 1)
Sweden	53·0 (— 1)	54·6 (+ 2)	54·1 (+10)
Norway	25·6 (+ 3)	27·3 (+ 3)	25·0 (+ 3)
Denmark and Greenland	47·2 (+ 8)	47·1 (+ 2)	50·2 (+ 0)
Switzerland and Liechtenstein	18·9 (+ 0)	21·3 (+ 4)	23·9 (+27)
Portugal, Azores and Madeira	11·8 (+76)	9·1 (+26)	9·9 (+11)
Austria	6·1 (— 9)	5·7 (—13)	5·9 (— 3)
Economic Community	239·7 (+ 1)	246·2 (+ 2)	248·6 (+ 9)
Seasonally adjusted	*233*	*246*	*257*
Western Germany	63·4 (—11)	64·5 (— 9)	67·9 (+10)
Netherlands	65·1 (+15)	67·6 (+14)	69·5 (+14)
Belgium and Luxembourg	31·0 (+ 8)	31·8 (+15)	29·1 (+18)
France	42·7 (—10)	46·8 (— 9)	46·3 (+ 5)
Italy	37·5 (+16)	35·5 (+12)	35·7 (— 3)
Spain, Canary Islands and Spanish ports in North Africa	19·9 (— 7)	18·3 (—11)	13·5 (+11)
Other	11·9 (—14)	11·3 (— 4)	10·0 (+13)
Soviet Union & Eastern Europe	44·0 (+ 4)	49·9 (+19)	65·7 (+17)
Seasonally adjusted	*49*	*56*	*58*
Soviet Union	18·8 (+ 6)	24·7 (+44)	39·2 (+22)
Other	25·2 (+ 3)	25·2 (+ 1)	26·6 (+ 9)
Latin America	71·7 (—13)	75·3 (— 3)	68·5 (— 8)
Seasonally adjusted	*71*	*72*	*67*
Venezuela	24·4 (+25)	16·2 (—20)	13·6 (— 6)
Argentina	19·8 (—23)	19·7 (+23)	16·6 (—11)
Other	27·6 (—25)	39·3 (— 6)	38·3 (— 8)
Other non-sterling	111·2 (— 0)	98·1 (+ 1)	99·6 (+10)
Seasonally adjusted	*100*	*95*	*109*
Middle East	51·0 (+10)	46·1 (+ 1)	39·7 (+ 4)
Japan	17·8 (—14)	16·2 (—10)	22·7 (+26)
Other	42·3 (— 5)	35·9 (+ 7)	37·2 (+ 9)
Total Non-Sterling	933·7 (— 1)	994·6 (+ 6)	991·0 (+ 6)
Seasonally adjusted	*936*	*1,003*	*1,006*
Total All Countries	1,394·6 (— 3)	1,461·1 (+ 1)	1,428·4 (+ 3)
Seasonally adjusted	*1,374*	*1,454*	*1,466*

(1) Separate figures not available prior to 1965.

(*Continued on next page*)

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Notes:

Detailed particulars of United Kingdom imports, exports and re-exports were published on October 29*, and further analysis of the figures will be found in the form of tables in the *Monthly Report on Overseas Trade*† for November, due to be published on or about November 29.

* Accounts relating to the Overseas Trade of the United Kingdom, September 1965, HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday October 29, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Pageantry of Britain	Br/E 30760	19	October 25	Columbia Pictures Corp. Ltd.	Associated British Pathe Ltd., for The British Travel Association.
Wayleggo	Br/E 30761	24	October 25	" "	New Zealand High Commission.
A Race Against People	Br/E 30763	14	October 26	British Lion Films Ltd.	Hong Kong Government Film Unit
Dead End Creek:					
Episode 1. Highway Robbery	Br/E 30764	14	October 26	Children's Film Foundation Ltd.	Anvil Films Ltd. for Children's Film Foundation Ltd.
Episode 2. Mystery at the Forge	Br/E 30765	15	October 26	" "	" " "
Episode 3. The Night Prowler	Br/E 30766	16	October 26	" "	" " "
Episode 4. The Mysterious Stranger	Br/E 30767	18	October 26	" "	" " "
Episode 5. All at Sea	Br/E 30768	16	October 26	" "	" " "
Episode 6. Catch as Catch Can	Br/E 30769	15	October 26	" "	" " "
Dead Man's Chest	Br/E 30771	59	October 29	Warner Pathe Distributors Ltd.	Merton Park Productions Ltd.
Movietone News 1898A	Br/E 30404	9	October 29	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1899	Br/E 30405	7	October 29	" " "	" "
Pathe News 65-86	Br/E 30484	8	October 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-87	Br/E 30485	8	October 29	" "	" "
				FOREIGN	
Cavalry Command	F 30756	78	October 25	Eagle Films Ltd.	Parade Pictures Corp. Hollywood.
The Starfighters	F 30757	71	October 25	"	Will Zens, Hollywood.
Crocodile!	F 30758	8	October 25	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp., Hollywood.
The Big Mouse-Take	F 30759	7	October 25	"	" " "
Four Kinds of Love (Le Bambole)	F 30762	111	October 26	Gala Films Distributors Ltd.	Documento Films, Rome.
The Cincinnati Kid	F 30770	102	October 29	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Inc., New York.

NOTE: The particulars of the film 'Duel at Rio Bravo' (F30624) registered on August 27, 1965, have been corrected to include the additional makers: Societe Louvelle Pathe Cinema, Paris and Llama Film, Madrid.

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OVERSEAS STERLING AREA TRADE SUMMARY

Slower growth in the trend of exports by the overseas sterling area in the second quarter of 1965

LATEST STATISTICS indicate that the trend in exports by the overseas sterling area countries (excluding exports from the Middle East oil states) was one of a continuing slackening in the rate of growth up to the second quarter of this year, following the strong expansion which took place during 1963 and the first half of last year. Using seasonally adjusted figures (Table A), exports were at much the same level in the second quarter as they had been in the previous one, for although exports to the non-sterling area continued to expand slowly (1 per cent above the level of the previous quarter), both the markets of the United Kingdom and of the overseas sterling area weakened slightly.

In contrast to the somewhat weak export position, imports (seasonally adjusted) into the overseas sterling area continued to rise very strongly in the second quarter when they were 2 per cent greater than in the previous quarter and nearly 16 per cent above the level of a year earlier. Trade with the non-sterling area was largely responsible for this growth in the second quarter; imports from this source rose by over 3 per cent compared with the first quarter while imports from the United Kingdom, which had been increasing up to the first quarter, showed no further gain and imports from the overseas sterling area countries fell back slightly in the second quarter to the level recorded in the second half of last year.

Table A
Overseas Sterling Area trade

(SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1962								
1st quarter	306	198	623	1,127	338	211	807	1,348
2nd quarter	316	198	617	1,131	344	216	790	1,355
3rd quarter	317	200	623	1,138	364	214	874	1,452
4th quarter	302	199	657	1,160	366	216	854	1,437
1963								
1st quarter	316	206	667	1,190	362	222	866	1,445
2nd quarter	333	209	712	1,256	370	221	936	1,530
3rd quarter	342	219	772	1,331	376	231	936	1,544
4th quarter	357	233	757	1,348	376	243	947	1,567
1964								
1st quarter	365	234	790	1,390	387	251	981	1,614
2nd quarter	373	249	791	1,414	393	256	990	1,643
3rd quarter	372	259	778	1,407	396	271	1,063	1,732
4th quarter	370	252	804	1,426	410	262	1,114	1,786
1965								
1st quarter	377	256	814	1,448	443	274	1,151	1,861
2nd quarter	368	251	824	1,444	440	268	1,188	1,900

Exports from the overseas sterling area

In the second quarter of 1965 the value of exports by the overseas sterling area was £1,486 million, an increase of only £38 million (2½ per cent) over the level of exports in the corresponding period of 1964. This is a slower rate of growth than that achieved in the previous quarter and is a continuation of the tendency – which began in the middle of last year – for this flow of trade to increase at a diminishing rate following the rapid expansion which took place in 1963 and the first half of 1964. Table B shows the overseas sterling area's exports to major markets and reveals that almost all of the growth which took place in the second quarter, compared with a year earlier, was in exports to the non-sterling area. Within the non-sterling area, exports to the EEC increased by £13 million (5 per cent) and to North America by nearly £9 million (4 per cent); exports to the 'other' non-sterling markets increased by some £16 million (4 per cent), of which nearly £11 million represented further exports to China and £5 million to Soviet Eastern Europe. Exports to overseas sterling markets rose by £3 million (1½ per cent) but this was only slightly greater than the fall in exports to the United Kingdom.

The continued slackening in the rate of growth of the overseas sterling area's exports in the second quarter of this year reflected the developments in the earnings of a number of the major export commodities. Among those shown in Table C are some which, because earnings either grew less rapidly or fell more sharply than in the previous quarter, had a depressing effect upon the rate of growth of the overseas sterling area's exports. In particular, raw wool had a significant adverse effect: export earnings fell by about one-fifth compared with the corresponding period in 1964 (due entirely to lower prices) and the fall was greater than in the previous quarter. Earnings from tea and jute goods also fell below the level in the previous year following strong growth which had taken place in the first quarter of this year; in both cases the fall resulted from a reduction in the volume exported. Exports of natural rubber increased in value in the second quarter compared with a year earlier (7 per cent); so too did exports of raw cotton (15 per cent), raw jute (6 per cent), meat and meat preparations (2 per cent), and tin (14 per cent). With all these commodities, favourable price movements played a part in the increase but the increases were all less than in the first quarter. On the other hand, higher prices also contributed to growth in the earnings from lead and copper (27 per cent and 3 per cent respectively) and exports of both commodities expanded faster compared with a year earlier than in the first quarter of the year. The same is true of the exports of wheat (9 per cent) and raw cocoa (54 per cent) which, because of increased quantities, expanded in the second quarter following considerable reductions in the previous quarter. Although earnings of raw sugar

(*Text continued on page* 1102)

Table B
Overseas Sterling countries' trade by direction

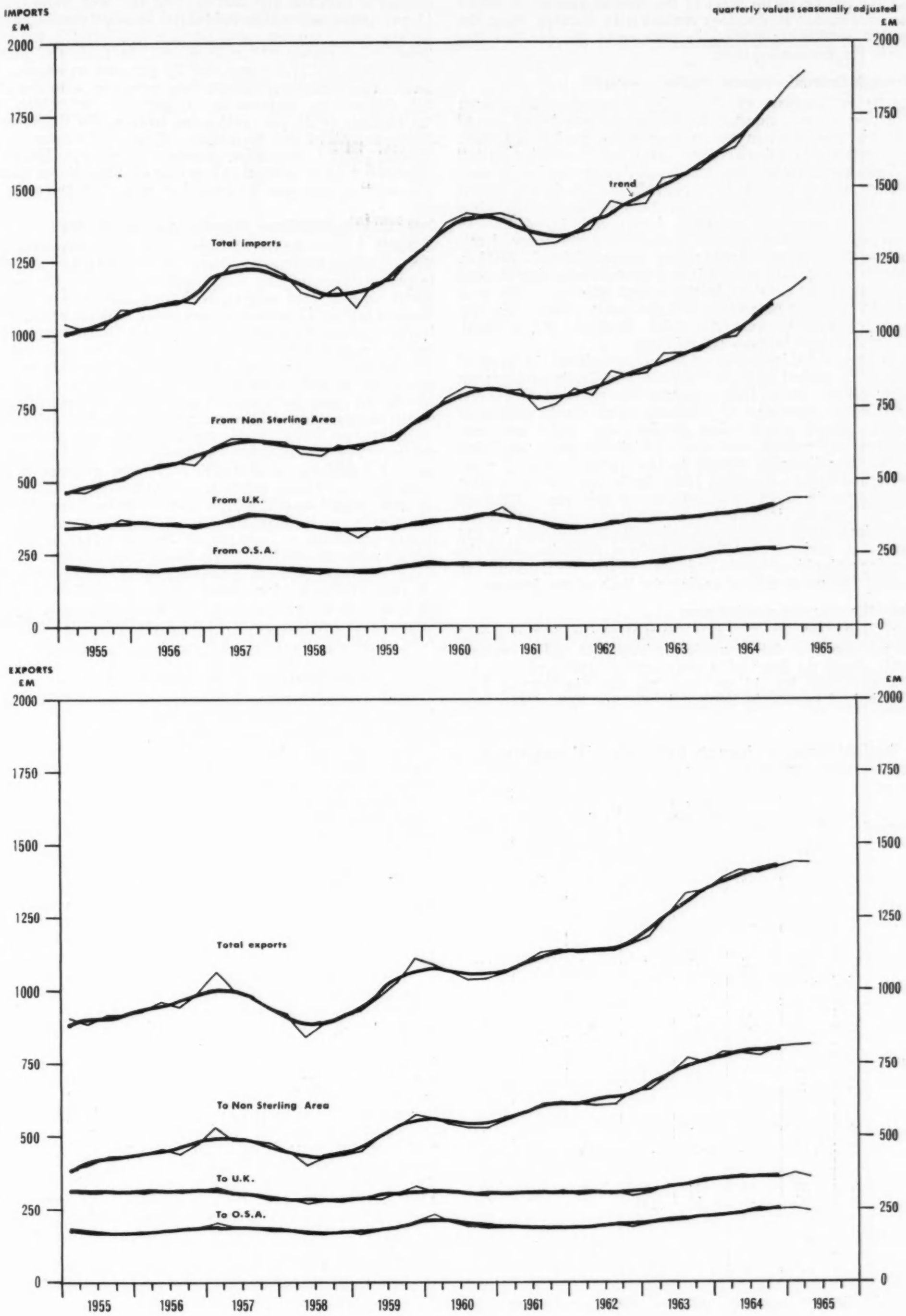
PERCENTAGE CHANGE BETWEEN 2nd QUARTER 1964 and 2nd QUARTER 1965

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	— 1	+1	+ 4	+ 5	+ 4	+ 5	+ 3
Imports	+12	+5	+22	+25	+16	+20	+16

Table C
Exports of some major commodities from the Overseas Sterling Area

	Unit of quantity	Exports in second quarter of 1965			
		Quantity		Value	
		Unit	% change on a year earlier	£ million	% change on a year earlier
Raw wool	lbs. million	626·1	—	124	—22
Raw cotton	lbs. million	196·5	+10	19	+1·5
Raw jute	tons '000	152·7	—17	15	+ 6
Wheat	tons '000	2,134·6	+16	44	+ 9
Raw sugar	tons '000	999·7	—19	39	—21
Lead	tons '000	100·1	— 5	11	+27
Tin	tons '000	20·8	— 1	25	+14
Copper	tons '000	184·0	— 8	44	+ 3
Raw cocoa	tons '000	295·5	+55	55	+54
Raw coffee	lbs. million	178·6	+35	17	— 6
Tea	lbs. million	199·9	— 1	37	— 1
Natural rubber	tons '000	293·3	+ 6	54	+ 7
Cotton piece-goods	yds. million	305·1	+11	22	+10
Jute goods	tons '000	292·1	—16	38	— 5
Meat and meat preparations	cwts. million	6·1	— 6	68	+ 2

Trade of the Overseas Sterling Area



OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

and raw coffee fell below the level of the second quarter of 1964 – the former predominantly due to a reduction in quantity while the latter reflected weakening prices – in both cases the fall was less sharp than in the previous quarter.

Exports from individual overseas sterling countries

Turning to an analysis of the major overseas sterling area countries, exports from a number of them were lower in the second quarter of this year than in the corresponding period last year. Australia's exports in particular were lower by £13 million (a fall of nearly 5 per cent), largely due to the continuing decline in wool prices. A large part of the fall took place in exports to the United Kingdom which received £8 million less than in the corresponding period in 1964. Exports to the EEC, Japan and Soviet Eastern Europe also fell (£6 million, £5 million and £3 million respectively) while those to the overseas sterling area increased by £7 million. New Zealand's exports, too, were affected by the weakening in wool prices and total export earnings in the second quarter of this year were down by nearly £12 million (10 per cent). Other countries recording lower exports were the Irish Republic (£5 million), Kenya (£2 million) and Jamaica (£2 million).

Among the countries increasing their exports above the level of the corresponding period in 1964, Pakistan had the largest growth (£18 million; 68 per cent). This continues the upswing in exports which began in the latter part of 1964 and which can be attributed in part to the higher prices being obtained for cotton and jute. Of the increase, £5 million was due to higher exports to China and a further £5 million in exports to the overseas sterling area. Both Nigeria and Ghana benefited from the increase in the export earnings of cocoa in the second quarter of this year – although in the case of Nigeria, increased earnings from crude petroleum were a more important factor – and their exports increased by £13 million and £6 million respectively. Malaya also increased its export earnings significantly – £7 million, 13 per cent – with the Soviet Eastern European market taking the bulk of the increase.

Imports into the overseas sterling area

The value of imports into the overseas sterling area in the second quarter of this year was £1,916 million (c.i.f.), £263 million (almost 16 per cent) above the level of a year earlier. This was a faster rate of increase than the 14 per cent recorded in the previous quarter and indeed growth in imports in the first half of this year compared with the first half of 1964 has been more rapid than the 11 per cent achieved in 1964 as a whole. Imports from the non-sterling area countries rose by £200 million (20 per cent); North America supplying £73 million and the EEC £55 million representing rises of 22 per cent and 25 per cent in imports from these areas. The remaining non-sterling countries contributed a further £72 million (an increase of 16 per cent) of which £19 million (an increase of 21 per cent) came from Soviet Eastern Europe and China combined and £6 million (10 per cent) came from the continental EFTA countries. Imports from the United Kingdom increased by £49 million (12 per cent) while those from the overseas sterling area rose by some £14 million (5 per cent).

Imports into individual overseas sterling countries

Table 2 gives details of imports into the individual countries of the overseas sterling area and shows that all of the countries increased their imports in the second quarter of this year, compared with a year earlier, with the exception of Ceylon whose imports fell by £2 million (5 per cent). More than half of the total increase of £263 million in imports into the overseas sterling area was accounted for by India (£53 million; 26 per cent), Australia (£51 million; 20 per cent) and South Africa (£51 million; 27 per cent). The growth of Indian imports was due to a very large extent to imports from the United States which increased by £39 million; small increases were also recorded in imports from the overseas sterling area (£5 million), the EEC (£3 million) and Japan (£2 million). The United States was also responsible for a considerable part (£15 million) of Australia's increase in imports. In addition, imports from Japan increased by £12 million, from the EEC by £9 million and by £6 million from both the United Kingdom and the overseas sterling area. Pakistan's imports were also substantially greater in the second quarter of this year than a year earlier (£28 million; 35 per cent) with the EEC, United States and the United Kingdom between them accounting for £23 million of the increase. Of the remaining countries, New Zealand and Nigeria both increased their imports by £9 million representing rises of 11 per cent and 16 per cent respectively while the Irish Republic's imports rose by £8 million, nearly 9 per cent.

Imports from industrial countries

Table D shows that imports by the overseas sterling area from industrial countries increased by nearly 15½ per cent in the second quarter of this year compared with the same period last year, a rate of increase only marginally slower than that of their total imports from all sources. The absolute increase was £176 million, about two-thirds of the increase in imports from all sources. There were increased purchases from all the main supplying areas but the largest percentage increase was in imports from the countries of the EEC as a group, and from Japan, 25 per cent in each case. The absolute increase in imports from the EEC was, however, £55 million as against nearly £31 million from Japan; within the EEC Germany supplied nearly half the total increase. Imports from North America rose by £73 million, an increase of 22 per cent, while the United Kingdom supplied an additional £49 million, an increase of 12 per cent compared with the same period of last year.

Of the countries shown in Table D, Australia increased her imports from industrial countries by £44 million (22 per cent); North America and Japan together supplied more than one-half of this increase while the EEC provided a further £9 milion and the United Kingdom £6 million, but in the case of imports from Japan the increase of £12 million represented a rise of 64 per cent. India increased her imports from industrial countries by £42 million, the bulk of which (£39 million) came from North America, an increase of 63 per cent; imports from the United Kingdom fell by 7½ per cent, a decrease of just over £2 million. Imports by the Irish Republic were £8 million greater; more than half this increase came from the United Kingdom, a rise of 10 per cent. North America supplied 25 per cent more than in the second quarter of 1964 but in this case the absolute increase was comparatively small, an additional £2½ million. Hong Kong's total imports from industrial countries increased only marginally. The United Kingdom and the EEC each supplied just over £1 million more, representing increases of 9 per cent and 10 per cent respectively but imports from North America and Japan declined by nearly £1.2 million and £1.8 million respectively.

Tab'e D

Overseas Sterling countries' imports from industrial countries (i)

2nd QUARTER 1964 COMPARED WITH 2nd QUARTER 1965

Imports from / Imports into		United Kingdom	Germany	EEC including Germany	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 2nd Quarter 1964	£m.	68	14	28	78	18	203	260
(b) 2nd Quarter 1965	£m.	74	16	37	92	30	248	311
(c) Percentage change		+9·8	+15·1	+31·6	+18·5	+64·1	+21·8	+19·6
Hong Kong:								
(a)	£m.	14	4	12	20	26	77	138
(b)	£m.	16	5	14	19	24	77	141
(c)	%	+9·2	+24·7	+10·5	—5·9	—7·0	+0·03	+2·1
India:								
(a)	£m.	33	19	29	62	13	143	204
(b)	£m.	31	21	32	102	16	185	258
(c)	%	—7·5	+11·8	+12·5	+62·7	+17·5	+29·8	+26·1
Irish Republic:								
(a)	£m.	45	6	13	10	1	77	91
(b)	£m.	50	6	14	13	1	85	99
(c)	%	+10·0	+0·9	+9·3	+24·8	—10·4	+10·3	+8·7
Jamaica:								
(a)	£m.	6	1	2	10	1	20	25
(b)	£m.	6	1	2	12	1	22	29
(c)	%	+0·4	—18·4	+8·6	+11·6	+22·2	+8·0	+16·4
Pakistan:								
(a)	£m.	13	10	14	30	6	66	79
(b)	£m.	18	17	24	38	10	93	107
(c)	%	+35·5	+61·6	+68·8	+27·1	+59·4	+40·2	+35·3
Overseas Sterling Area:								
(a)	£m.	396	104	219	335	125	1,142	1,653
(b)	£m.	445	129	275	408	155	1,318	1,916
(c)	%	+12·4	+23·3	+25·2	+21·9	+24·7	+15·5	+15·9

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.

Statistical Notes

Definitions of the statistics used in the table were given in 'Statistical notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 21, 1965 (page 1136).

Table 1—Direction of trade of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (*c*)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS									
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	254	187	46	344	831	1,398
1963	371	229	600	298	201	51	371	921	1,522
1964	396	261	656	351	228	57	404	1,041	1,697
1963 3rd quarter	367	235	602	303	208	50	372	934	1,535
4th quarter	384	247	631	329	204	56	375	965	1,595
1964 1st quarter	388	242	629	318	213	54	386	970	1,600
2nd quarter	396	260	656	335	219	58	385	997	1,653
3rd quarter	381	277	658	351	241	59	416	1,066	1,725
4th quarter	418	264	683	403	242	55	433	1,133	1,816
1965 1st quarter	438	261	699	348	266	60	450	1,124	1,824
2nd quarter (*d*)	445	274	719	408	275	64	451	1,197	1,916
EXPORTS (*a*) (*b*)									
1960	314	203	517	135	161	21	229	547	1,064
1961	314	196	511	156	165	21	257	599	1,109
1962	310	199	509	176	175	21	259	630	1,139
1963	337	217	554	191	206	25	306	727	1,281
1964	370	248	618	198	237	28	328	791	1,409
1963 3rd quarter	332	225	558	209	194	24	317	745	1,303
4th quarter	362	233	595	180	233	25	312	750	1,345
1964 1st quarter	364	230	595	187	249	28	335	799	1,394
2nd quarter	381	246	627	204	253	29	335	821	1,448
3rd quarter	361	266	627	199	208	27	315	749	1,376
4th quarter	374	251	625	202	237	28	326	794	1,419
1965 1st quarter	372	250	622	194	251	30	341	817	1,439
2nd quarter (*d*)	378	249	627	213	266	32	348	858	1,486

(*a*) Exports include re-exports. (*b*) Exports of Middle East oil are excluded throughout the tables. (*c*) Not including Finland. (*d*) Partly estimated.

Tables continued on next page

New companies registered in September

BELOW are details of new companies registered in Great Britain during September, 1965, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,639	1,639
£1,000 and under £10,000	—	707	707
£10,000 and under £50,000	—	110	110
£50,000 and under £100,000	—	7	7
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	—	—
Total number	—	2,468	2,468
Total amount of Nominal Capital	'000's —	'000's £11,188	'000's £11,188

Companies registered in Great Britain

	Companies Registered in Great Britain in 1964-1965			
	1964		1964	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746	2,673	5,568
July	3,495	15,857	2,553	4,329
August	3,518	10,370	2,276	3,865
September	3,739	11,366	2,468	11,188
October	4,121	11,415		
November	4,014	8,722		
December	3,778	12,127		
Total	47,817	158,512		

DEA progress report

THE October issue of Department of Economic Affairs progress report contains articles on the 'United Kingdom's external position', and 'Improving efficiency in distribution'. Copies are available from the Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Progress reports for every dock worker

ON OCTOBER 27 every dock worker and employer at Britain's ports received by post the first of a series of progress reports issued by the National Modernisation Committee for the Docks. These progress reports are aimed to keep dock workers fully informed of the work of the committee. The committee explain that the many important changes implied in the national policy directive issued by the National Joint Council must be explained very clearly if they are to win the support of the industry.

The first issue gave a summary of the national directive, set out what was being done to get better amenities, pointed out some of the problems involved in negotiations for national minimum pay, and how local committees would operate to meet local needs.

Table 2—Trade of the Commonwealth and Sterling Area

Quarter or quarterly averages in £ million

	1961	1962	1963	1964	1963		1964				1965		
					3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter
IMPORTS (*a*):													
United Kingdom (*b*)	1,099	1,123	1,205	1,426	1,202	1,282	1,433	1,443	1,381	1,446	1,395	1,461	1,428
Overseas Sterling Area	1,358	1,398	1,522	1,697	1,535	1,595	1,600	1,653	1,725	1,816	1,824	1,916	
Australia	187	202	220	265	228	223	236	260	277	288	284	311	
Ceylon	32	31	28	37	27	34	30	37	54	27	24	35 (*e*)	
Kenya, Tanzania (*d*), Uganda	35	35	38	40	37	36	36	38	39	45	44	45 (*k*)	
Ghana	35	30	32	30	33	35	32	23	31	36	35	31 (*e*)	
Hong Kong	93	104	116	134	114	126	127	138	130	139	140	141	
India	202	212	221	222	231	208	222	204	211	252	280	258	
Irish Republic	65	68	77	87	70	87	88	91	81	88	93	99	
Jamaica	19	20	20	25	20	22	25	25	24	26	24	29	
Malaya	39	44	44	47	44	44	45	47	47	48	50	50	
Mediterranean Territories (*f*)	20	21	23	22	23	25	22	21	20	24	22	23 (*k*)	
New Zealand	81	68	82	87	92	86	83	82	92	89	83	91	104(*m*)
Nigeria	56	51	52	63	51	61	60	56	67	71	71	66	
Pakistan	57	66	79	89	77	95	81	79	96	101	100	107	
Malawi, Rhodesia, Zambia	(*g*) 39	36	34	4 27 20	35	33	3 25 15	4 29 20	4 29 21	4 27 23	3 27 23	4 32 27 (*e*)	
Singapore	94	96	103	78	108	94	80	79	76	77	89	83	
South Africa (*h*) (*i*)	126	128	150	191	152	161	178	187	197	201	213	239	232(*m*)
Trinidad and Tobago	30	32	34	38	29	37	34	40	35	41	36	53 (*e*)	
Other	148	154	169	192	164	186	177	193	194	210	182	195 (*k*)	
STERLING AREA	2,456	2,521	2,726	3,123	2,738	2,876	3,033	3,095	3,106	3,261	3,218	3,377	
STERLING COMMONWEALTH (*j*)	2,216	2,267	2,434	2,771	2,453	2,556	2,703	2,741	2,754	2,886	2,836	2,957	
CANADA	508	522	543	622	546	595	548	678	605	656	612	740	
COMMONWEALTH (*j*)	2,724	2,788	2,977	3,393	2,999	3,151	3,251	3,419	3,359	3,542	3,448	3,696	
EXPORTS (*a*):													
United Kingdom (*c*)	960	987	1,058	1,141	1,009	1,116	1,153	1,172	1,052	1,189	1,163	1,247	1,184
Overseas Sterling Area	1,109	1,139	1,281	1,409	1,303	1,345	1,394	1,448	1,376	1,419	1,439	1,486	
Australia	208	210	247	271	252	229	281	282	245	276	263	269	
Ceylon	32	33	32	35	34	30	31	36	41	31	33	37 (*e*)	
Kenya, Tanzania (*d*), Uganda	34	35	43	48	45	45	52	44	49	47	48	43 (*k*)	
Ghana	26	26	24	26	26	19	35	30	23	16	29	36 (*e*)	
Hong Kong	61	69	78	90	80	83	85	89	90	97	99	97	
India	124	126	145	155	147	164	145	153	157	166	153	139	
Irish Republic	45	44	49	56	53	52	56	53	57	56	50	48	
Jamaica	15	16	18	19	17	18	18	25	18	16	19	23	
Malaya	55	55	57	58	61	51	53	54	62	62	57	61	
Mediterranean Territories (*f*)	6	7	7	7	6	6	7	9	5	7	6	10 (*k*)	
New Zealand	71	72	82	96	68	72	113	116	71	85	108	105	67
Nigeria	43	42	47	53	44	49	54	54	54	53	62	67	
Pakistan	36	35	37	37	34	40	35	27 (*l*)	40	48	49	45	
Malawi, Rhodesia, Zambia	(*g*) 52	52	56	3 34 42	64	57	3 22 43	3 36 42	4 43 40	3 37 43	4 27 42	3 (*e*) 42 47 (*e*)	
Singapore	66	67	67	50	77	51	47	48	51	52	54	55	
South Africa (*h*)	107	107	114	119	109	124	119	128	111	118	127	127	(112)*m*
Trinidad and Tobago	27	28	31	33	29	29	35	35	33	31	37	40 (*e*)	
Other	101	116	147	178	156	166	160	180	182	178	171	192 (*k*)	
STERLING AREA	2,069	2,126	2,339	2,553	2,312	2,463	2,546	2,620	2,428	2,607	2,602	2,733	
STERLING COMMONWEALTH (*j*)	1,887	1,930	2,109	2,283	2,082	2,214	2,285	2,341	2,163	2,343	2,320	2,447	
CANADA	519	529	578	689	591	656	590	711	740	716	615	718	
COMMONWEALTH (*j*)	2,407	2,459	2,687	2,972	2,673	2,870	2,875	3,052	2,903	3,059	2,936	3,165	

(*a*) For valuation see statistical notes. (*b*) Values from January 1, 1964, include imports of pearls, diamonds and other precious and semi-precious stones, and revised valuations for parcel post (*c*) Values from January 1, 1964, include exports of pearls, diamonds and other precious and semi-precious stones. (*d*) Formerly Tanganyika and Zanzibar. (*e*) Estimated. (*f*) Cyprus, Gibraltar, Malta. (*g*) From January 1, 1964, figures of all trade are recorded separately for Malawi, Rhodesia and Zambia including trade between the countries. (*h*) Includes South West Africa and also the Southern African territories of Basutoland, Bechuanaland and Swaziland. (*i*) Excludes military stores from 3rd quarter, 1963. (*j*) Excludes South and South West Africa; also excludes the Southern African territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1962 was of the order of £12 million. (*k*) Partly estimated. (*l*) April-May at quarterly rate. (*m*) July-August at quarterly rate.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO

Table 3—Principal exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw Wool	Raw Cotton (a)	Raw Jute	Wheat	Raw Sugar (b)	Lead (c)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (d)
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	45·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964 (e)	139·6	15·0	16·0	32·0	43·5	9·1	24·4	45·6	28·6	19·8	48·2	55·8
1964 1st quarter	173·4	11·6	16·0	45·0	35·4	8·5	22·1	49·2	41·9	23·8	39·3	54·8
2nd quarter	157·6	16·6	13·9	40·3	49·8	8·5	22·1	42·8	35·4	18·5	37·3	50·4
3rd quarter	84·7	16·4	10·2	24·2	49·7	9·7	24·5	41·9	24·2	22·5	59·9	60·8
4th quarter (e)	142·7	15·5	23·8	18·6	39·1	9·7	28·8	48·6	12·9	14·5	56·1	57·4
1965 1st quarter (e)	140·8	21·6	17·8	32·1	22·2	9·2	26·5	46·8	31·5	15·7	43·8	61·4
2nd quarter (e)	123·7	19·1	14·7	43·9	39·1	10·8	25·1	44·0	54·7	17·4	36·8	54·0

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (f)	Dairy Products (g)	Hides and Skins (h)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	18·3	13·4	29·1	18·1	18·2	13·5	25·4
1964 (e)	19·5	38·3	62·4	35·8	24·9	19·7	13·0	33·2	18·1	17·1	15·2	23·6
1964 1st quarter	17·9	33·2	56·5	38·3	26·3	18·9	11·2	27·5	6·2	18·2	16·1	24·8
2nd quarter	19·8	39·4	66·7	26·4	26·6	19·6	14·9	48·8	23·7	25·4	13·8	21·7
3rd quarter	19·7	39·0	68·1	26·3	23·3	20·0	14·7	32·0	26·8	14·3	15·5	24·3
4th quarter (e)	20·7	41·5	58·3	52·4	23·2	20·3	11·2	24·6	15·7	10·2	15·2	23·6
1965 1st quarter (e)	22·0	41·5	69·3	40·9	24·0	19·2	13·8	32·4	8·5	18·9	13·6	24·5
2nd quarter (e)	21·7	37·5	67·9	30·1	24·7	19·8	13·9	46·9	24·9	26·9	13·9	21·7

(a) Including linters. (b) Excluding Sugar Preference Certificates. (c) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (d) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Sterling Area include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £3·0 million (quarterly average) in 1964. (e) Partly estimated. (f) Exports of meat from South Africa are excluded. (g) Milk, cream, butter, cheese and eggs. (h) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

Industrial Building in the third quarter of 1965

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the third quarter of 1965 together with comparative figures for other periods, are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN		
1961	2,479	56·5
1962	1,884	37·3
1963	2,072	39·1
1964	2,752	58·1
1963 1st quarter	469	9·2
2nd quarter	516	10·0
3rd quarter	511	9·5
4th quarter	576	10·4
1964 1st quarter	644	12·8
2nd quarter	742	15·4
3rd quarter	682	15·1
4th quarter	684	14·8
1965 1st quarter	767	16·8
2nd quarter	740	15·2
3rd quarter	746	16·3

REGIONAL FIGURES

Standard Regions	Number of Schemes				Total area (millions of square feet)			
	Calendar years		Year ended Sept. 30,	Qtr. ended Sept. 30,	Calendar years		Year ended Sept. 30,	Qtr. ended Sept. 30,
	1963	1964	1965	1965	1963	1964	1965	1965
GREAT BRITAIN	2,072	2,752	2,937	746	39·1	58·1	63·0	16·3
Northern	136	213	222	57	4·1	7·5	7·2	1·2
East and West Ridings	183	297	269	59	3·2	5·0	4·8	1·0
North Midland	154	235	270	99	2·9	4·7	4·4	1·1
Eastern	202	264	265	72	3·8	5·5	5·0	1·1
London and South Eastern	307	344	350	90	4·1	5·3	5·2	1·3
Southern	171	193	204	37	3·1	3·4	3·7	1·0
South Western	127	186	181	48	2·4	4·4	3·4	1·1
Wales	94	110	115	28	1·6	3·2	4·5	2·4
Midland	239	352	365	90	3·5	5·0	5·0	1·0
North Western	287	354	447	108	5·3	8·2	10·2	2·3
Scotland	172	204	249	58	5·0	5·9	9·6	2·7

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures in the Monthly Digest of Statistics and in Economic Trends which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to Statistics Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Manpower budgeting

THE HOPE that manpower budgeting would eventually be looked on as the normal rule in the same way as financial budgeting, was expressed by Mr. Ray Gunter, Minister of Labour, at the Conference on Management Services in Local Government at Harrogate on October 26.

The Minister disclosed that the Manpower Research Unit of his Ministry was now thinking of ways of helping management with the problem of manpower forecasting. One possibility being considered was the publication of a booklet which would give advice on methods and would include examples of what was already being done.

On the shortage of staff in local government the Minister said 'Health visitors, residential care staff and social workers of all kinds, architects, engineers and office staff are only some of the occupations which are generally in short supply and the improved services which we want will increase the need for people of this sort.

'In this situation we must be prepared to encourage any reserves of labour to come forward. Married women comprise the major part of this reserve. Many of them want to work, or return to work outside their homes as their children grow older. Some may only be able to accept part-time employment or employment in which their hours are so arranged that they can satisfactorily undertake their domestic responsibilities. The continuing labour shortage will mean that ways must be found to encourage more married women to take on work outside their homes. There are of course organizational and other difficulties, but a great many local authorities have been very successful in fitting in women workers. I am sure that many more will need to do so in the future.

'In this situation a tight control on recruitment is also essential. Before additional staff are taken on it should be standard practice – I am sure it already is with most authorities – to think hard whether they are really needed and how they are to be used.'

Income and finance of quoted companies in 1964

BETWEEN July 1 and September 30, 1965, Statistics Division of the Board of Trade received accounts from 594 quoted companies. This article, the latest in the series presenting the results of the analysis of the accounts of quoted companies for accounting years ended between April 1964 and March 1965, analyses the accounts received in the third quarter of 1965 and comments on the preliminary results for the year 1964 as a whole.

The 1,790 companies whose accounts for 1964 have so far been analysed account for over 95 per cent of the income and assets of all companies in the Board of Trade analysis. The balance is represented by about 110 companies whose accounts for 1964 had not been received by the end of September 1965.

The spread of accounting dates

The pattern of companies' accounting dates has varied very little over the past three years, and successive quarterly summaries have shown concentrations of accounting dates ending in particular months. Of the 624 accounts received up to the end of March 1965, 25 per cent related to a year ending in September 1964 and 22 per cent to June 1964. In the second quarter of 1965 there was a very marked concentration, with 71 per cent of the accounts analysed relating to a year ending in December 1964. In the present analysis of accounts received in the third quarter of 1965, 65 per cent related to a year ending in March 1965. Of the company accounting years, 35 per cent end in December and a further 23 per cent in March; there are smaller concentrations in September and June. Only 22 per cent of the companies included in the analysis have accounting years which do not end in the last month of one of the quarters.

Company income

A high level of trading profits was maintained in accounts for 1964 received up to the end of September 1965, although there appears to have been some levelling out towards the end of the period.

Gross trading profits of companies reporting in the third quarter of 1965 at £858 million were 14 per cent higher than for the same companies in the previous year. This increase was smaller than that of companies reporting in earlier quarters, when rises over the previous year of between 16 per cent and 19 per cent were recorded, but for the accounting year 1964 as a whole, gross trading profits of the 1,790 companies included in the analysis at £2,933 million were 16 per cent higher than in 1963. (The gross trading profits of all companies in the calendar year 1964, as estimated in the national accounts, amounted to £4,546 million, a rise of 14 per cent over the figure for the previous year; in the first half of 1965 gross trading profits earned were 2 per cent higher than in the same period of the previous year.)

The third quarter's analysis of the accounts of quoted companies shows that of the 22 individual industry groups for which separate figures are calculated, 20 showed increased profits over the previous year; the other two showed no change. For 1964 as a whole, all but three industries showed increased profits over 1963, the largest increases being earned by the chemicals industry (£54 million), the metal manufacturing industry (£47 million) and the electrical engineering and the vehicles industries (£41 million each). Falls in profits were recorded by the shipbuilding industry (£3 million) and the food industry (£1 million).

Gross income (trading profit plus investment and other income) of all the companies reporting up to the end of September 1965 rose from £2,659 million in 1963 to £3,067 million in 1964, an increase of 15 per cent. The pattern of income appropriation in 1964 was very similar to that of the previous year except that a higher proportion (34 per cent compared with 32 per cent in 1963) was taken up by tax payments, which rose from £863 million in 1963 to £1,043 million in 1964, and a slightly smaller proportion (24 per cent in 1964 against 25 per cent in 1963) was set aside for depreciation provisions, although the latter rose by £80 million from £654 million in 1963 to £734 million in 1964. There were increases in all the other main categories of income appropriation – dividend distributions rose by £72 million, interest on long-term loans by £12 million and the amount retained in reserves by £121 million.

Depreciation provisions plus the amount retained in reserves (including the proportion due to minority interests) which together are available to finance companies' expansion, rose from £1,188 million in 1963 to £1,331 million in 1964 and amounted to 43 per cent of gross income, a slightly smaller proportion than in 1963. Details of the appropriation of company income are shown in Table 1.

Company expenditure

Table A summarizes the main features of company income and expenditure over the years since 1961, and for 1964 shows quarter by quarter the change over the previous year. The increased rate of stockbuilding which was a noticeable feature in the analysis of accounts for 1963 was again prominent throughout 1964. The total expenditure on stocks in 1964 at £518 million was £306 million

Table A. Income and finance of quoted companies, 1961—1964

£ million

	Final figures			Accounts received up to Sept. 30, 1965		Accounts for 1964 received				
	1961	1962	1963	1963 (1)	1964 (1)	Up to end of 1964	In 1st Qtr. 1965	In 2nd Qtr. 1965	In 3rd Qtr. 1965	All Accounts (1)
Gross income (2)	2,478	2,485	2,795	2,659	3,067	532	377	1,185	913	3,067
Net assets	14,221	15,140	16,122	15,568	16,748	3,414	1,957	6,504	4,873	16,748
(Number of companies)	(2,173)	(2,095)	(2,004)	(1,849)	(1,790)	(397)	(227)	(572)	(594)	(1,790)
Appropriation of gross income:										
Taxation (including prior year adjustments)	838	812	910	863	1,043	+39	+22	+65	+54	+180
Dividends (net) and interest	538	569	632	607	693	+22	+11	+36	+17	+85
Company retentions (3)	1,102	1,104	1,252	1,188	1,331	+30	+18	+53	+43	+143
Gross income(2)	2,478	2,485	2,795	2,659	3,067	+91	+51	+153	+113	+408
Sources of funds:										
Company retentions:										
Depreciation and other provisions	594	649	716	680	734	+ 9	+ 6	+25	+14	+54
Balance retained in reserves	482	426	503	476	597	+24	+14	+43	+40	+121
Additions to taxation reserves and accruals	6	—79	81	72	229	+56	+15	+58	+29	+157
increase in amounts owing to banks	175	78	120	117	153	— 5	—20	—18	+80	+36
Receipts from new issues (4):										
Ordinary shares	491	269	208	205	242	+42	+ 7	+ 2	—14	+37
Preference shares and long-term loans	121	330	185	176	226	— 9	+45	+16	— 2	+49
Other sources of funds	68	79	83	79	46	— 6	— 5	—12	—10	—33
Total	1,936	1,753	1,895	1,804	2,227	+110	+62	+113	+137	+422
Uses of funds:										
Expenditure on fixed assets:										
Trade investments	81	145	79	78	12	—14	— 5	+13	—60	—66
Other fixed assets	1,331	1,295	1,263	1,188	1,279	— 6	+12	+26	+59	+92
Increase in value of stocks	300	76	239	212	518	+76	+ 2	+86	+142	+306
Net increase in trade and other credit (5)	37	31	25	41	77	—10	+36	+49	—39	+36
Expenditure on acquiring subsidiaries (4)	374	306	307	295	452	+26	+19	+23	+89	+157
Rise or fall in liquid resources	—111	—34	90	84	—65	+31	—14	—125	—40	—148
Other uses of funds and adjustments	—75	—67	—107	—94	—48	+ 7	+12	+41	—15	+46
Total	1,936	1,753	1,895	1,804	2,227	+110	+62	+113	+137	+422

(1) Figures exclude about 110 companies whose accounts had not been received in time for inclusion in the analysis.
(2) Including prior year adjustments other than tax.
(3) Including share due to minority interest.
(4) Including the value of shares issued to acquire subsidiary companies.
(5) Including dividend accruals.

more than in 1963, with all but three of the 22 individual industries showing increases, ranging from £1 million (leather) to £55 million (metal manufacturing). Of the remaining industries, the food industry showed the greatest run-down of stocks in 1964, with a fall of £40 million over the previous year.

Companies reporting in the third quarter of 1965 spent £207 million in 1964 on acquiring subsidiaries, a rise of 76 per cent over the previous year. £40 million of the expenditure was accounted for by Courtaulds' acquisition of Fine Spinners and Doublers and the Lancashire Cotton Corporation, and the News of the World Organisation and Renold Chains each spent over £10 million on acquiring subsidiaries. Over the year 1964 as a whole, expenditure on acquiring subsidiaries at £452 million was £157 million higher than in 1963, a rise of 53 per cent, but against this must be set a fall of £66 million (from £78 million in 1963 to £12 million in 1964) in expenditure on trade investments. These figures are materially affected by the transaction in which Courtaulds' 50 per cent shareholding in British Nylon Spinners was exchanged for ICI's holding of approximately 37½ per cent of Courtaulds' Ordinary Stock. Expenditure in 1964 on other fixed assets (including goodwill and other intangibles) rose by £92 million from £1,188 million in 1963 to £1,279 million in 1964, and there was an increase of £36 million in net trade and other credit granted.

The financing of expenditure

The increase of £143 million in companies' internally generated funds by way of retentions and depreciation provisions was insufficient to meet the high level of expenditure over the whole of 1964 and there was a sharp fall (of £148 million) in companies' liquid resources. Bank overdrafts rose by £36 million in 1964 and in addition it was necessary for companies to raise £468 million by the issue of shares and long-term loans, an increase of £86 million over the previous year; of the £468 million nearly two-fifths represented shares issued in connection with the acquisition of subsidiaries. The sources and uses of companies' capital funds are shown in greater detail in Table 3.

Contracts for capital expenditure not provided for in the accounts rose in each quarter and over the year as a whole rose by 32 per cent from £577 million in 1963 to £760 million in 1964. The largest increase, of £64 million, was recorded by the chemicals industry, while increases of between £14 million and £19 million were recorded by the vehicles, metal manufacturing, bricks and textile industries.

Over all, the 1964 results for quoted companies reflect increased business activity, with profits, taxation, dividends and expenditure all at a high level.

Notes:

Tables 1-3 present an analysis of accounts for the 'year' 1964 (with comparable figures for 1963) based on accounts received by the Board of Trade up to the end of September 1965. The figures for 1964 take account of a revised system of analysis which results in certain figures being absorbed in other headings than those in which they appear for 1963.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0·5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1963 figures include companies which were independent in that year but which were acquired in 1964 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's Statistics on Incomes, Prices, Employment and Production.

Table 1. Quoted companies – appropriation of income

Accounts received between July 1 and September 30, 1965 — £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1963	1964	1963	1964
Number of companies (a)	623	594	477	452
Trading profit (before depreciation and other provisions)	752,371	857,714	556,127	640,274
Less provision for depreciation	170,997	189,327	130,773	145,018
Less other provisions	4,604		3,517	
Trading profit	576,770	668,387	421,837	495,256
Plus income from investments	46,386	53,556	33,054	39,537
Plus other income	818	1,374	660	670
Less interest on long-term liabilities	29,473	33,083	25,283	27,853
Net income (before taxation)	594,501	690,228	430,268	507,610
Less taxation	278,398	334,770	201,350	246,154
Net income (after taxation)	316,103	355,458	228,918	261,456
Plus prior year adjustments:				
Tax	7,499	10,302	5,052	6,762
Other	843	428	488	132
Disposable income	324,445	366,188	234,458	268,350
Less dividends (net):				
Ordinary	146,013	158,241	107,122	116,482
Preference, etc.	10,099	10,803	7,137	7,672
Less share due to minority interest	11,397		9,052	
Balance retained in reserves	156,936	197,144	111,147	144,196

(a) The 1963 figures include companies which were independent in that year but which were acquired in 1964 by another company in the population.

Table 2. Quoted companies – balance sheet summary

Accounts received between July 1 and September 30, 1965 — £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
Balance sheet at end of year	1963	1964	1963	1964
Fixed assets:				
Tangible fixed assets, net	2,361,414	2,583,535	1,764,985	1,922,305
Goodwill, etc.	205,829	246,286	161,108	194,182
Trade investments	257,069	269,241	187,134	188,654
Investments in unconsolidated subsidiaries	66,132	26,780	64,153	18,878
Total fixed assets	2,890,444	3,125,842	2,177,380	2,324,019
Current assets:				
Stocks and work-in-progress	1,495,606	1,712,643	1,191,058	1,365,636
Trade debtors	1,361,794	1,567,896	971,299	1,128,433
Other debtors	8,798		6,588	
Marketable securities	150,798	129,255	118,524	104,711
Tax reserve certificates	21,585	16,500	15,852	11,474
Cash	227,203	259,521	149,930	180,750
Total current assets	3,265,784	3,685,815	2,453,251	2,791,004
Less current liabilities:				
Bank overdrafts and loans	299,690	389,113	214,480	282,184
Trade creditors	992,557	1,245,916	687,343	884,177
Other creditors	23,007		14,016	
Dividends and interest due	112,231	113,673	83,660	83,613
Current taxation	170,707	190,286	113,404	27,350
Provisions	42,768		35,594	
Total current liabilities	1,640,960	1,938,988	1,148,497	1,377,324
Net current assets	1,624,824	1,746,827	1,304,754	1,413,680
Total net assets	4,515,268	4,872,669	3,482,134	3,737,699
Less future tax reserves	192,168	219,346	136,086	153,847
Less long-term loans	567,989	604,463	482,654	506,922
Less minority interest in subsidiaries	132,080	146,064	100,556	114,429
Shareholders interest in total net assets	3,623,031	3,902,796	2,762,838	2,962,501
Represented by:				
Issued share capital:				
Ordinary shares	1,465,276	1,598,611	1,178,853	1,276,091
Preference, etc., shares	281,457	276,298	198,598	196,376
Capital and revenue reserves	1,876,298	2,027,887	1,385,387	1,490,034
Contracts for capital expenditure not provided for	162,093	200,888	125,963	155,176
Accumulated depreciation on fixed assets	1,280,459	1,411,027	1,013,759	1,123,244

(*Table 3 on next page*)

Table 3. Quoted companies – sources and uses of capital funds during year

Accounts received between July 1 and September 30, 1965 — £ thousand

	Manufacturing and distribution		Manufacturing industries	
	1963	1964	1963	1964
Sources of funds;				
Receipts from issues of:				
Long-term loans	51,976	51,494	33,673	39,032
Ordinary shares	94,140	79,959	76,478	66 242
Preference, etc., shares	5,994	4,361	3,744	4,148
Total loans and share capital issued	152,110	135,814	113,895	109,422
Increase in amount owing to:				
Banks	13,057	93,055	1,075	70,394
Trade creditors	108,134	201,351	76,503	161,912
Other creditors	2,909		1,944	
Addition to accruals:				
Tax	9,465	20,405	6,057	13,900
Dividends and interest	15,425	—3,583	12,222	—4,196
Total increase in credit received	148,990	311,228	97,801	242,010
Balance retained in reserves	156,936	197,144	111,147	144,196
Provisions out of income for depreciation, etc.	175,601	189,327	134,290	145,018
Additions to future tax reserves	28,120	45,835	21,718	34,846
Total additions to reserves and provisions	360,657	432,306	267,155	324,060
Increase in liability to minority shareholders	2,731		9,427	
Surplus on disposal of fixed assets	19,884		13,640	
Other receipts on capital account	4,316	17,279	3,838	16,369
Total of other sources	26,931	17,279	26,905	16,369
Total sources of funds	688,688	896,627	505,756	691,861
Uses of funds;				
Expenditure on:				
Tangible fixed assets	307,885	371,998	230,134	278,909
Goodwill and other intangibles	10,855	5,824	6,260	3,911
Trade investments	25,375	—34,774	21,584	—32,316
Total expenditure on fixed assets	344,115	343,048	257,978	250,504
Increase in value of:				
Stocks	71,031	213,419	47,209	172,742
Trade debtors	156,867	192,556	122,042	145,126
Other debtors	3,270		2,870	
Total increase in stocks and debtors	231,168	405,975	172,121	317,868
Expenditure out of provisions	3,710		2,218	
Other expenditure on capital account	8,868	14,822	6,926	10,777
Expenditure on acquisition of subsidiaries	117,683	207,019	97,486	172,700
Adjustments due to consolidation	—33,048	—49,634	—25,995	—39,887
Total of other uses	97,213	172,207	80,635	143,590
Total uses of funds	672,496	921,230	510,734	711,962
Balance represented by:				
Increase in holdings of:				
Marketable securities	355	13,418	—198	12,963
Tax reserve certificates	—12,352	—4,368	—12,658	—4,017
Cash	27,511	—33,653	7,132	—29,047
Residual and other adjustments	678		746	
Total balancing items	16,192	—24,603	—4,978	—20,101

Overdrafts of the nationalized industries

THE TOTAL BANK overdrafts of the nationalized industries at October 20, amounted to £80·5 million, of which £69·0 million was from the clearing banks and £11·5 million from the Scottish banks.

Production of man-made fibres in September

TOTAL PRODUCTION by weight of man-made fibres in September was 1 per cent more than in September 1964. Within the total, output fo continuous filament showed an increase of 4 per cent and staple fibre a decrease of 1 per cent compared with September 1964.

Total deliveries by weight of man-made fibres in the third quarter of 1965 were 1 per cent less than in the same quarter last year.

Deliveries of continuous filament to the home user industries were 6 per cent more than in the third quarter of 1964; deliveries to the hosiery and warp knitting industries were 4 and 8 per cent more respectively. Deliveries to the weaving industry were 2 per cent more and for industrial purposes 10 per cent more.

Deliveries of staple fibre to the home user industries were 4 per cent less than in the same quarter last year; deliveries to wool and cotton spinning were 2 per cent more and 13 per cent less respectively.

Deliveries of continuous filament and staple fibre for export were 10 per cent less and 3 per cent more respectively than in the corresponding quarter a year ago.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1964 2nd quarter	93·9	109·3	203·2
3rd quarter	89·6	105·4	195·0
1965 2nd quarter	101·0	120·8	221·9
3rd quarter	93·7	105·8	199·5
1964 July	31·3	35·9	67·1
August	27·9	32·9	60·8
September	30·4	36·7	67·1
1965 July	30·8	38·7	69·5
August	31·4	30·6	62·0
September	31·5	36·4	67·9

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1963	Year 1964	1964 April-June	1964 July-Sept.	1965 April-June	1965 July-Sept.
Weaving	77,432	87,133	22,550	20,287	21,583	20,679
Hosiery	42,935	56,831	15,275	12,967	11,886	13,438
Warp knitting	35,959	42,625	11,068	9,891	11,546	10,652
Industrial purposes (tyres, etc.)	90,300	95,732	24,462	22,265	25,784	24,603
Other purposes	13,226	13,257	3,539	2,996	3,238	2,935
Exports as yarn (a)	76,346	94,556	23,183	23,006	21,164	20,724
Total	336,199	390,133	100,077	91,412	95,202	93,031

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb. actual weight)

	Year 1963	Year 1964	1964 April-June	1964 July-Sept.	1965 April-June	1965 July-Sept.
Cotton spinning	119,324	136,654	35,389	31,635	33,964	27,530
Wool spinning	101,209	127,352	35,547	27,901	33,248	28,550
Flax spinning	32,854	38,296	8,868	9,083	7,841	6,349
Other spinning systems and sundries	41,339	47,275	12,160	10,619	14,587	13,281
Exports (a)	96,449	110,359	25,707	27,459	28,055	28,306
Total	391,175	459,937	117,671	106,697	117,695	104,016

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

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Turnover of the Motor Trades in July and August

THE TOTAL TURNOVER of the motor trades in July and August taken together was about the same as in the corresponding period of 1964. After two years of continuous expansion with turnover showing large increases as compared with turnover in the corresponding period a year earlier the figures for April to August 1965, allowing for month-to-month irregularities, indicate that sales were running at about the level of the corresponding period of 1964. The slackness in total turnover during these months has been caused by the decline in sales of motor vehicles which accounted for the greater part of the earlier expansion. Other sales and receipts which include sales of petrol and oil and receipts from servicing and repairs have continued, however, to show large increases as compared with a year earlier.

Compared with a year earlier turnover in July showed a small rise and in August a small fall. This difference probably reflects in part the irregularities to which this monthly series, in common with other monthly series, is subject. The difference is most marked in the case of new motor vehicles and for these it was noticed that many large distributors showed sizeable increases in sales as compared with July 1964. It is unlikely, however, that the difference in experience in these two months is significant.

Sales of secondhand vehicles in July and August continued below the levels of the corresponding months of last year. In contrast other sales and receipts, mainly petrol, servicing and repairs, continued to show a fair expansion. July, it will be noticed from the table, is the busiest month in each year, and this year in July sales and receipts from petrol, oil, repairs, servicing, etc., reached a record level.

This monthly series of statistics was introduced in an article in the *Board of Trade Journal* of September 24 and further articles will appear at monthly intervals.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	138(b)	141	140			124	144	153	147	136	136	140	116				
	1964	+13	+22	+13	+11	+9	+31	+30	+11	+18	+5	+16	+8	+10	+14	+5	+14	+8
	1965	+4(b)	+11	—1			+7	+9	+14	Nil	—1	+2*	+4	—3				
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	154(b)	172	151			144	176	192	165	142	147	149	105				
	1964	+20	+33	+18	+16	+12	+42	+42	+22	+28	+3	+23	+12	+17	+20	+4	+24	+7
	1965	—1(b)	+12	—9			+6	+11	+15	—11	—9	—8	+1	—14				
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	132(b)	132	142			107	138	148	162	142	126	127	104				
	1964	+11	+21	+12	+7	+3	+45	+39	Nil	+14	+7	+15	+4	+2	+13	+2	+7	Nil
	1965	+1(b)	+6	Nil			+3	+2	+12	+12	—3	—7	—2	—9				
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	126(b)	118	129			115	119	121	126	129	131	137	130				
	1964	+8	+10	+7	+8	+9	+15	+14	+3	+8	+6	+9	+6	+6	+10	+7	+7	+12
	1965	+10(b)	+12	+9			+11	+10	+14	+10	+9	+7	+11	+7				

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1965 turnover was the four weeks from August 1 to August 28; the corresponding period in 1964 was from August 2 to August 29.
(b) Cumulative figures for January to August compared with corresponding period of 1964.
*Revised'

Census of Production for 1965

THE CENSUS of Production to be taken in 1966 for the year 1965 will be an inquiry on similar lines to the simplified census taken in respect of the year 1964. Fuller details of the Census for 1965 were announced in the *Board of Trade Journal* on August 6, 1965 (page 296).

An order prescribing the matters about which returns may be required has now been made by the Board of Trade. The Order, which operates from December 31, 1965, is the Census of Production (1966) (Returns and Exempted Persons) Order 1965 (Statutory Instrument 1965 No. 1814). Copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller. Price 3d., by post 6d.

Digest of Scottish statistics

THE RATE of growth in industrial output in Scotland during April/June was 2.4 per cent higher than in the corresponding quarter of 1964. Building projects approved for manufacturing industry in the first half of 1965 totalled over 5 million sq. ft., nearly 60 per cent higher than in the corresponding period in 1964. These and other factors are revealed in the Digest of Scottish Statistics No. 26, published today by HM Stationery Office (price 7s. 6d.). The new issue of the Digest has been enlarged from 52 to 72 tables to include as wide a range as possible of the more important economic, financial and social statistics which are now available for Scotland. Thirty-three of the tables contain information not previously published in the Digest, including some series which have not hitherto been published elsewhere.

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Bankruptcy – High Court
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Exhibitions and Fairs

No lack of British enterprise at Copenhagen trade fair

By P. D. Stobart, Commercial Counsellor at the British Embassy

ALTHOUGH BRITISH exporters are sometimes accused of being insular and unimaginative I certainly did not notice any lack of British enterprise at the Copenhagen Trade Fair which was held on October 15-25 at the brand new Bella Centret Exhibition Centre. Britain did not have the largest national stand, official policy being to avoid large prestige stands and to establish instead small businesslike trade information offices possessing telex communications with the Board of Trade, industrial organizations and firms both in the country concerned and in Britain. Our Information stand at Copenhagen was shared with the British Import Union who, among many helpful functions on behalf of Anglo-Danish trade, also act as agents for the Confederation of British Industry. The walls of the stand were illustrated by murals, models and actual products, a variety of modern British achievements, as a much-needed antidote to the Beefeater image of us that still persists in much of Scandinavia. The design by the Central Office of Information was extremely modern: I was even tempted to wonder at times whether we had not advanced too far even for Scandinavian taste! If so, it was fault on the right side.

However, the strength of our participation lay in the fact that 45 British firms were represented on actual selling stands, a greater number than any other non-Danish participant could boast.

The Development Corporation for Wales and the Federation of Sussex Industries had adjacent joint venture stands on which the goods of 20 firms were shown. The Welsh exporters were accompanied by Mr. Meirion Lewis, secretary to the Corporation, while the Sussex contingent had the assistance of their director and secretary, Mrs. Nora Potter, who, like her Welsh colleague, did sterling service in relieving exhibitors of the tedium of administration which can be such a distraction to firms' representatives trying to conduct serious business. Team spirit in the two groups was extremely high and they quickly became well known throughout the Fair for their drive, enthusiasm and, not least, for their good humour. Products exhibited on these stands ranged from Welsh clothing to optical goods and confectionery and from Sussex country wines to dispensers and woodworking machinery.

But firms come to Trade Fairs to sell and Wales and Sussex did just that. To mention just a few firms, a quick round-up on closing night revealed that orders placed included £40,000 for Ironcraft Construction's decorative wrought ironware, £25,000 for Display Electric's advertising signs and a £4,000 order for O.P. Chocolate Specialities' Easter eggs which was later doubled to £8,000. There was also tremendous interest in Multico's woodworking machinery, which is ideally suited to the smaller firms which make up the bulk of Denmark's thriving furniture industry; while eager teenagers begged to be allowed to buy Cardwell's dresses and Welsh tapistry leisure wear straight off the stand. Elsewhere in the Fair the Coronet Tool Company's small woodworking machines proved a magnet for the Danish do-it-yourself enthusiasts who are

General view of the Copenhagen Trade Fair 1965 showing some of the National Pavilions.

steadily growing in numbers as the cost of labour rises and the five-day-week becomes more common.

Outside the joint venture stands British goods were to be seen on the stands of individual companies or their Danish agents throughout the Fair. They were particularly prominent in the sections dealing with domestic electrical equipment, furnishings and carpets.

The Fair was largely concerned with consumer goods and for many firms it provided a useful follow-up to the British Week which was held in Denmark at this time last year. It is significant that our exports to Denmark of consumer and consumer durable goods have so far risen this year by about 20 per cent over the same period of 1964. They are also rising much faster than other exports as a whole to Denmark. Given the substantial tariff cuts which EFTA has brought about British consumer goods look like proving a winner in this market. It goes without saying however that these are the goods which require the greatest amount of advertising and where marketing is the most important.

Perhaps at this point a word or two about the new exhibition centre would not be out of place. For some years the Danes have become increasingly aware of the lack of a really large covered exhibition centre in their capital. There is a large centre at Herning in the middle of Jutland but this is primarily suitable for specialized industrial fairs. Having accepted to be the hosts to the International AIDA Food Fair in 1966, the Danes found the problem of creating a new centre a matter of great urgency. It was therefore decided in 1964 to begin to build rapidly a centre with a total covered area of 22,000 sq. metres on a site at Bellahoj previously used for agricultural shows and with a total area of 220,000 sq. metres. Although only about 12 minutes drive from the middle of the city, Bella Centret, as it is now called, has extensive parking facilities and being sited on Copenhagen's inner ring road, is easily accessible to visitors coming from the provinces or arriving from Southern Sweden over the numerous ferries. We shall certainly hear a great deal more in future about this new centre. The total amount of business transacted at this its opening exhibition is estimated at about £15,000,000.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

As from November 19 the classified lists of trade fairs and exhibitions will be published as a special supplement at four-monthly intervals; amendments and additions will be shown in the first issue of each intervening month.

Section I of the first supplement to be published on November 19 will include overseas trade fairs, British Weeks and store promotions in which the Board of Trade will be supporting participation by British industry, over the next three years. Sections II to IV will list trade fairs and exhibitions in Europe, outside Europe and in the United Kingdom.

The United Kingdom list due to be published in this issue, and amendments and additions to the European list published on September 3, and the outside Europe list published on October 1 are therefore not included in this issue.

The Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Benelux, Italy, Austria, Switzerland; Ext. 2783, France; Ext. 3558, United Kingdom, East Europe, Western Hemisphere; Ext. 2788, Scandinavia and rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

Exhibitors at Spanish International fairs

Intending exhibitors at international fairs in Spain during 1966 whose products are covered by global or bi-lateral quotas should note that application should be lodged for pre-licences between November 1 and 30 and not as previously announced between December 1 and 31.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

Hong Kong trade mission book £330,000 worth of orders

Members of the mission view (left) a coat in white and blue made in wool/worsted gaberdine and (right) a seven-eights-length belted coat with a skirt in white with eau-de-nil made in wool/worsted twill. Both coats by Cojana Coats & Suits Ltd., 18 Great Marlborough Street, W.1.

ORDERS valued at more than £330,000 have already resulted from the visit of a 22-strong mission of shop and store buyers from most of the big stores in Hong Kong to Britain. Organized by the British National Export Council the mission have during the past week seen manufacturers, visited shops and fashion shows. Although most of the business conducted centred around ladies' dresses and coats, menswear, knitwear, silverware, leathergoods, and shoes, sizeable orders have also been placed for hardware – saucepans and cutlery – hitherto brought from Japan, and fine jewellery previously obtained from Paris and Italy.

A member of the mission, Mr. William Choy, a director of the Sun Company in Hong Kong, commenting on the visit, said 'The seeds have been sown this week for future trading between us'. Other aspects of the visit which impressed the mission was the enthusiasm displayed by British manufacturers to do business and to make the forthcoming British Week not only a success but a means of increasing future trade with Hong Kong.

Members of the mission visited a fashion show in the London Hilton Hotel, part of the 14th London Fashion Week sponsored by the Fashion House Group of London.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

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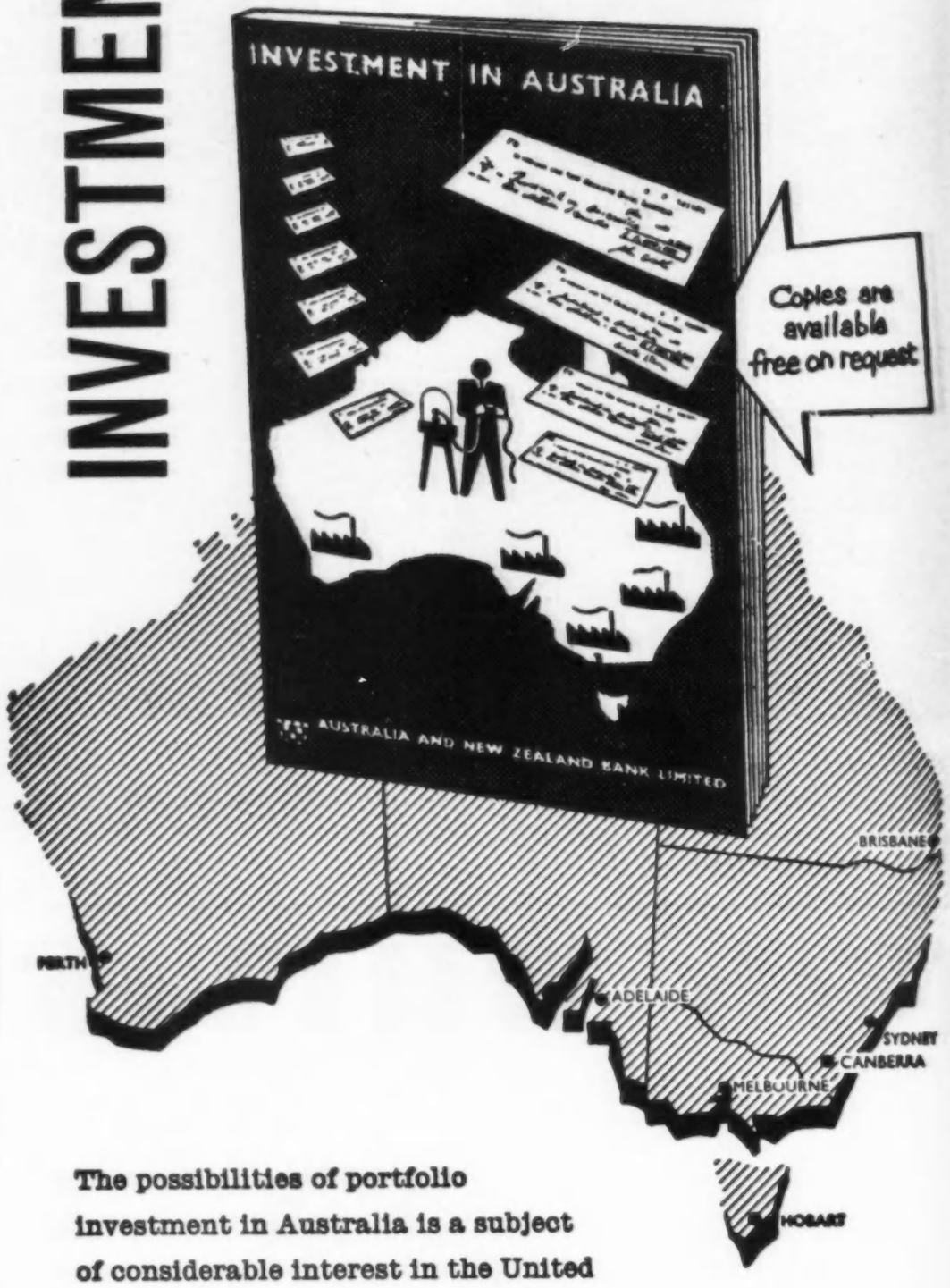

The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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A glut of orders and inquiries at SPOGA

A report from the Commercial Dept., British Embassy at Bonn

THE INTERNATIONAL TRADE FAIR of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) took place at Cologne from October 24-26, 1965.

It was bigger and better than ever and for many of the British exhibitors a real field day after four years of hard graft in a highly competitive world market assembling annually beneath the spires of Cologne Cathedral as it has done for some six hundred years.

Comparative figures for the last three events show the increasing attraction which SPOGA exerts on exhibitors and customers alike.

	1963	1964	1965
German exhibitors	354	366	385
Foreign exhibitors	287	306	313
Countries	23	23	23
German customers	7,960	8,170	8,340
Foreign customers	2,440	3,030	3,760
Countries	35	35	35

Space in all five halls was fully taken up and additional space was made available in two annexes. The signs are that SPOGA 1966 will be considerably larger.

It is very obvious at this event that the entire emphasis is on trade visitors and an increase in the number of foreigners of 24 per cent compared with 1964 and an overall increase of 8 per cent indicates the importance which attaches to the Fair.

The majority of the foreign buyers came, naturally enough, from Holland, Belgium and France followed by Switzerland, Austria and Great Britain. Scandinavia is always strongly represented and many of these potential customers do in fact, end up as buyers on our stands.

Foreign participation remains steady at around 45 per cent of the whole.

By far the largest contingent of foreign exhibitors came from France (83) with Holland (33) and Great Britain (32) almost tying for second place. Then Austria (25), Italy (23) and a little further down the table, Canada (19). The United States were represented by 14 firms showing mainly through European agents.

The EFTA countries as a whole made a good impression with 104 exhibitors.

One fact stands out clearly not only at SPOGA but at other international fairs in Germany, namely that Britain is becoming a selling force to be reckoned with as witness the increasing number of exhibitors each year and our improving placing in what one might term the commercial league tables. We are fiercely contesting the position of runners-up to the champions France.

As its name denotes, SPOGA caters for the products of three main branches of industry but it would go far beyond the limits of this article to enumerate the range of all the goods on show. They cover the requirements of the out-door and in-door sportsman-woman-child whether the inclination is towards winter or summer relaxation and recreation on land or water or simply in the living room or the back garden. Tents, trailers, bows and arrows, boats, swimming pools, chest expanders, trampolines, etc., all are there with garden swings and air mattresses to take the ache out of weary bones after a surfeit of exercise.

And there also with a large range of products were 24 members of the Federation of British Manufacturers of Sports and Games on an enlarged stand compared with 1964 (19 firms) sponsored by the Board of Trade for the fourth year running.

The stand was a masterpiece (the exhibitors' comment with which the Embassy thoroughly concurs) and the business done thereon far surpassed that which was reported to us last year. Davies Steel Specialities Ltd., allow us to say that they took orders in excess of £80,000! Not all our exhibitors were in a position to give exact figures but other orders amounting to £45,500 were reported. This latter figure is £10,000 more than the entire reported takings in 1964!

More important still is the encouraging news that all the foundation (SPOGA 1962) members confirmed the values of their participation and steady progress over the years. Similar reports of fresh contacts, consolidation, new and repeat orders as well as voluminous inquiries from Germany and third countries were received by Mr. S. L. Edwards, Minister (Economic) from the more junior members of the joint venture while the first-timers as is usually the case were, if one may say so, rather bewildered by the prospects which participation had opened up.

One must stress the fact that £125,000 in orders taken is only the beginning of the story which space compels us to end prematurely. It is what comes after that counts in the long run and to quote some of the exhibitors this is what has come out of their sustained efforts and participation.

'Business with Germany is running at £100,000 a year.'

'We are exporting the *whole* of our production.'

'70 per cent range is exported.' 'Since coming to SPOGA we are doing business worth £25,000 a year with Sweden.'

Nothing to rush a Charles Clore into a take-over bid but a very fine achievement in four years after starting literally from scratch in many cases against all the odds.

Next year's event takes place from October 23-25.

Resounding success of British Week in Bremen

WHAT HAS BEEN DESCRIBED as a 'minor British Week of major importance' was held from October 11 to 15 in Bremen as part of the civic celebrations to mark the city's 1,000th anniversary as a port. The Week was opened on October 11 by HM Ambassador at Bonn, Sir Frank Roberts.

Shops and stores in this thriving city of some 600,000 inhabitants have co-operated wholeheartedly by making their shop windows and in many cases whole departments, available for the display and sale of British goods. Full advantage was taken of the considerable amount of display material provided by the Board of Trade to give an atmosphere of carnival, with a strong British accent. The facade of Gebrueder Leffers, a large department store in the main shopping centre, exhibited a 60ft. high model of Big Ben, brilliantly illuminated at night. As well as acting as host to a British 'bobby' Leffers also featured a British European Airways booking office with BEA stewardesses on duty, where travel material and models of BEA and BOAC aircraft were available.

Following the pattern of the larger British Weeks, a full programme of supporting events was arranged to complement the promotion of British merchandise. Two British frigates, HMSS Eastbourne and Torquay, visited Bremen for the first three days of the Week. The band of the 11th Hussars together with two pipers of the Royal Irish Fusiliers, played in the main squares of the city, and the Victorian drama 'Gaslight' was performed in the main theatre.

An exhibition 'Britain—Past and Present' held in the Uebersee-Museum proved a great attraction not only to the local population but also to hundreds of schoolchildren who came to visit it by coach from as far afield as the Ruhr. The exhibition showed the growth of democracy in Britain, and also of British industrial and scientific achievement, with particular emphasis on present-day advances such as the Hovercraft and desalination plants.

Although it is too early to assess the commercial results of the Week it is expected that when the detailed surveys on sales are complete it will be found to have been another resounding success for British exports.

Displays of British fashion overseas

DISPLAYS of British ready-to-wear fashion clothing will be opened in West Germany, the United States and France within the next ten days. These displays have been organized in collaboration with the Board of Trade by various groups of the feminine fashion industry.

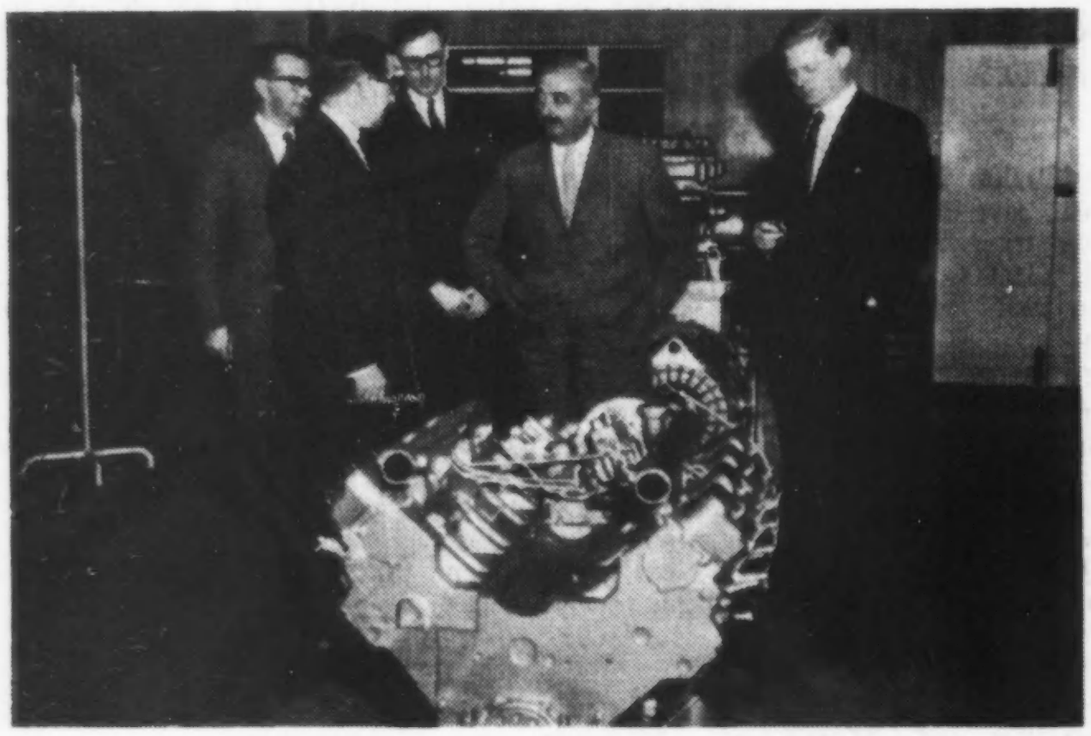
The first event was opened in Dusseldorf on November 3. Of the 13 British firms exhibiting at the International Fashion and Sales Week (IGEDO), 10 are participating in the first overseas venture by the Associated Fashion Designers of London Ltd. Individual boutiques grouped together form the British exhibit where fashion shows twice daily feature the 1966 spring and summer collections of 'Young London Look' clothing. The British Ambassador, Sir Frank Roberts, opened the British group exhibit in the presence of local German dignitaries. This display will close on November 7.

The first combined presentation of British ready-to-wear clothing in the United States was expected to open when the Cunard liner SS *Queen Elizabeth* docked in New York on November 4. This has been organized by a representative committee set up by the Committee for Exports to United States of America (CEUSA) and the British clothing industry. Sir Patrick Dean, the British Ambassador, with Lady Dean, were expected to be hosts at a gala mannequin parade on board the liner on November 4. Further parades will be held on November 5 before the 17 clothing manufacturers taking part transfer to the Plaza Hotel for trade shows during the following week. The garments being displayed will include some of Britain's finest ready-made clothing for the fashion-conscious American woman, and will range from classical suits and coats to glamorous evening gowns and leisure wear.

For the sixth time members of the British Fashion Export Group will participate at the International Exhibition of Women's Ready-to-Wear Clothing (Salon International du Pret a Porter Feminin). This event, held in Paris biannually, will be open from November 6 to 11. Ten firms will occupy individual stands covering some 4,000 sq. ft. and a trade inquiry information stand will be manned by staff of the Export Group. Exhibits will feature a wide selection of women's fashion garments including coats, suits, dresses, separates, bridalwear and maternity garments. More than 5,000 buyers are expected to visit this event.

British exports of women's clothing rose 35 per cent in the first nine months of 1965 to reach £11.5 million compared with £8.5 million in the same period of 1964.

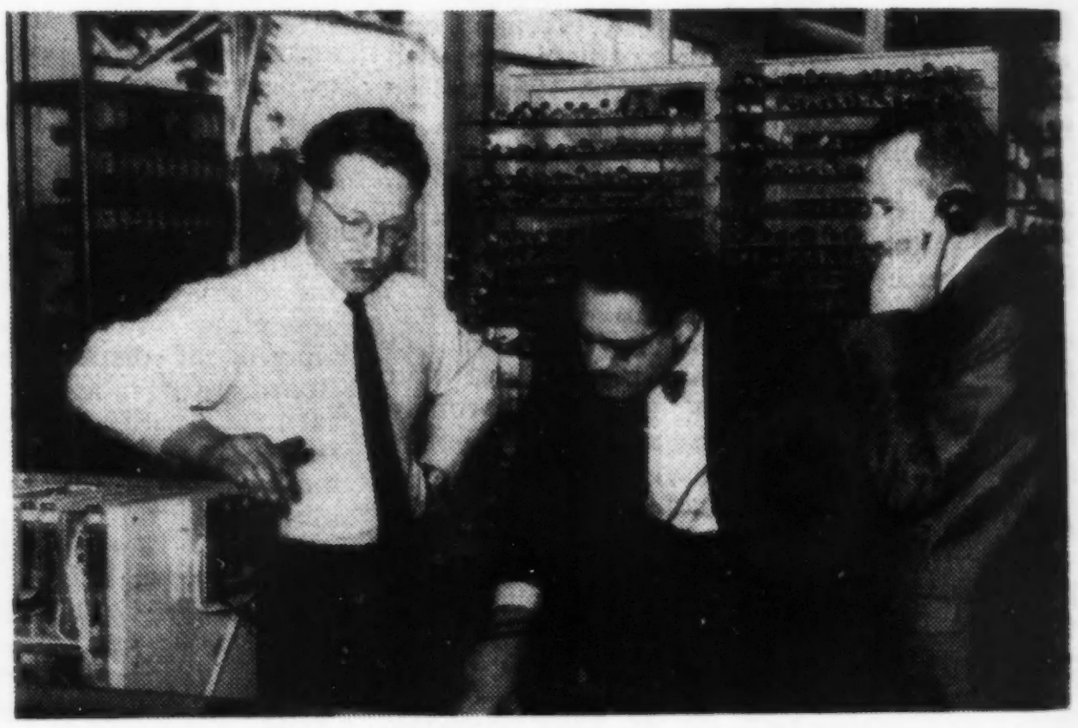
Overseas visitors to British firms



Mr. Celal Imre (centre), Director-General of MKEK, the Turkish Government-owned complex of heavy industry factories, visited the Perkins Group at Peterborough recently. He is seen discussing Perkins V8.510 diesel engine with company officials.

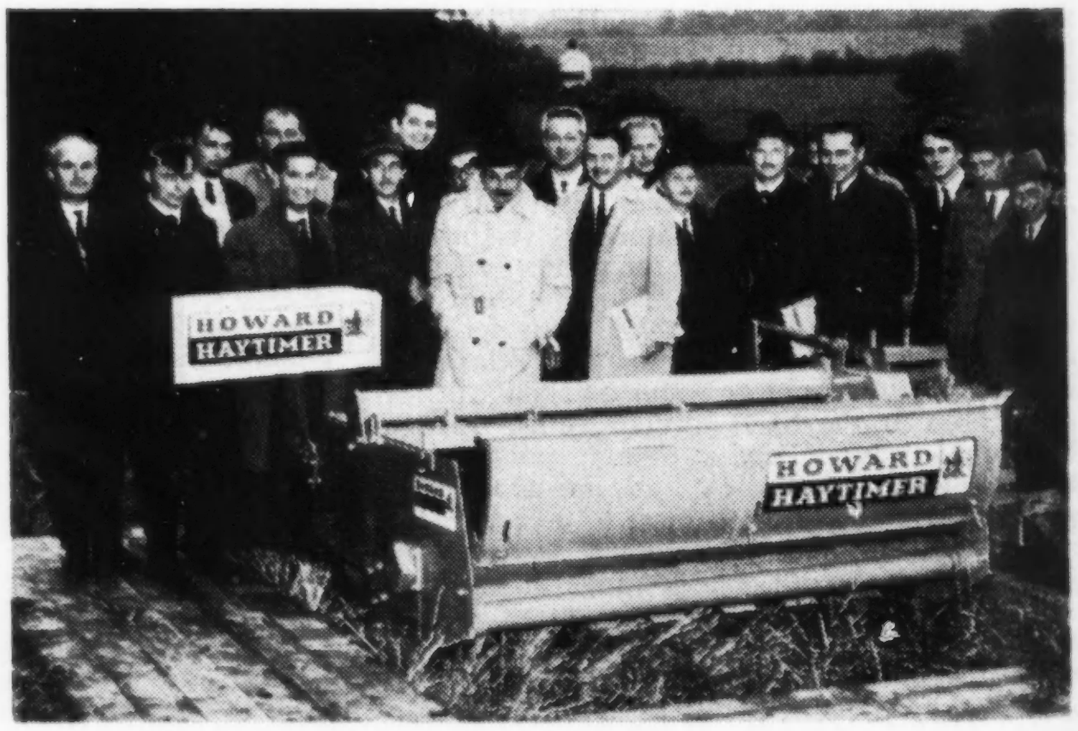
Dip. Ing. Dr. Claus Groth (centre), head of the 'Apex Sealing' Section of NSU Motorenwerk A.g., recently visited Morganite Carhon Ltd. to discuss sealing problems on Wankel Engines. He is seen here in the company's engineering laboratory.

Swiss construction engineers saw compressors, rock drilling equipment and pneumatic tools at work when they visited the Holman Group's test mine at Camborne, Cornwall. Here they watch while compressed air rock drills are demonstrated.



Ing. Mendez Docurro (centre), Mexico's Assistant Minister of Telecommunications and Ing. Suarez Diaz (right), Director-General of Telephones, visited GEC (Telecommunications) Ltd., Coventry. They are seen here in the electronic exchange laboratory.

Members of a Norwegian Trade Mission to the United Kingdom recently visited the Sheffield Works of the International Twist Drill Co. Ltd., a member company of the Tap and Die Corporation Ltd., whose exports to Norway have gone up 30 per cent this year.



A party of 19 Belgian dealers visited Howard Rotavator Co.'s plant at West Horndon recently, and were welcomed by Mr. E. N. Griffith, the chairman. This photograph shows them grouped around the Howard Haytimer in which they were very interested.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Czechoslovakia and Soviet Union

THE CZECHOSLOVAK press reports that a new long-term trade agreement between Czechoslovakia and the Soviet Union was signed in Prague on October 5.

The new agreement provides for Soviet sales to Czechoslovakia of raw materials such as iron ore, oil, hard coal and other goods such as machinery, cars and agricultural equipment. Czechoslovakia will in turn export to the Soviet Union footwear, knitwear, ready made clothes, furniture, motor cycles and many other consumer commodities.

Inquiries should be made to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE/5463/G.

India/Pakistan : shipping arrangements

A REVISED CONTRABAND list has now been issued by the Indian Government as follows:

(a) All kinds of arms, ammunition and explosives and their components.
(b) Radio-active materials.
(c) All means of transportation and component parts thereof, excluding passenger cars, agricultural tractors and pleasure boats.
(d) Electronic and telecommunication equipment.
(e) Optical equipment designed for military use.

Current Indian and Pakistan contraband lists are, therefore, now similar.

New overseas telegrams office opened in London

A NEW Overseas Telegraph Area Office, which will handle 5,000 overseas telegrams a day for the E.C.1 and E.C.2 areas of London, was opened at Falcon House, Aldersgate Street, E.C.1, on October 28, by Mr. Joseph Slater, the Assistant Postmaster General.

The opening of this office would, he said, be a further and very important step forward in improving the Overseas Telegraph Service, particularly for the many thousands of business firms which have their offices in the E.C.1 and E.C.2 postal districts of London.

From now on all overseas telegrams sent and received by people and firms in these districts will be handled at Falcon House, instead of having to be routed via Electra House, on the Embankment. This will mean a saving in time and handling costs, as well as speedier despatch and delivery of telegrams.

UK telex reaches Liberia

BRITAIN'S first telex link with Liberia opens on November 8. The new service will operate between 0930 hrs GMT and 1715 hrs GMT on every day of the week except Sunday, when there will be no service. The charge for a call to Liberia will be £3 for the three-minute minimum and £1 per minute thereafter. The access code is 201.

There are at present eight telex subscribers in Liberia. Their numbers are:

Number	*Subscriber*	*Answer-back*
Monrovia 201	AFP	FRANPRESS MVIA
,, 202	Farrell Lines Inc.	FARINC MVIA
,, 204	Liberian Tractor	LIBTRACO MVIA
,, 206	Unica Maritime	MARAFRIC MVIA
,, 207	Bank of Monrovia	MONROBANK MVIA
,, 209	Scandinavian Shippings	SCANSHIP MVIA
,, 211	Ness Trading	NESTRA MVIA
,, 212	Paterson Zochonis	ZOCHONIS MVIA

Tripartite economic survey in eastern Caribbean

THE MINISTRY of Overseas Development announce that Britain, Canada and the United States are jointly to sponsor an economic survey of Barbados and the following Caribbean Islands belonging to the Leeward and Windward Groups: Antigua, St. Kitts-Nevis-Anguilla, Montserrat, Dominica, St. Lucia, St. Vincent and Grenada.

The purpose of the study will be to formulate plans for the achievement of economic viability and to suggest priorities for the next five years. The study will pay particular attention to the available human and physical resources of the islands, the absorptive capacity of each island, the likely scale of private investment, both external and local, the effects on recurrent expenditure, the possibilities for further economic co-operation among the islands, and other relevant considerations.

The six members of the team and a secretary will be drawn from the three participating countries. The survey is scheduled to begin in January 1966.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(212/65) Sewage Scheme for Argentine National Sanitary Works. January 18, 1966. E.S.B. 37867/65.*

AUSTRALIA

(213/65) Transmission Line Construction for Capricornia Regional Electricity Board, Queensland. (Advance Information.) E.S.B. 38454/65.

Department of Supply:

(213/65) Transmitters Etc. November 17. E.S.B. 38421/65.*

(213/65) Transmitters Etc. November 17. E.S.B. 38422/65.*

(216/65) Seawater Evaporating Plants for Electricity Trust of South Australia. (Further Information.) Closing date postponed to December 23. E.S.B. 27542/65.

(212/65) Road Construction for National Capital Development Commission. December 13. E.S.B. 38116/65.

Northern Electricity Authority of Queensland:

(213/65) Transmission Lines and Equipment. December 9. E.S.B. 38419/65.

(213/65) Transmission Lines and Equipment. December 9. E.S.B. 38420/65.

(214/65) Air Compressor Plant. November 23. E.S.B. 38464/65.

(216/65) String Insulator Units. November 17. E.S.B. 38835/65.*

(214/65) Railway Wagon Bogies for Queensland Government Railways. November 29. E.S.B. 38463/65.

Southern Electric Authority of Queensland:

(216/65) Pumps. December 20. E.S.B. 38836/65.

(216/65) Heating Plant. December 20. E.S.B. 38837/65.

State Electricity Commission of Victoria:

(215/65) Capacitor Banks. December 6. E.S.B. 38549/65.*

(215/65) Transformers. November 29. E.S.B. 38550/65.*

Western Australia Government Tender Board:

(212/65) Rolling Stock. (Further Information.) Tender documents now available. E.S.B. 37445/65.*

(212/65) Steam Generating Plant. (Further Information.) Tender documents now available. E.S.B. 37444/65.

The new Tunis Hilton Hotel was opened on September 29 by HE Habib Bourguiba, President of the Republic of Tunisia. The hotel, built by the British Cementation Group of Companies, has been equipped with Hoover cleaners. The picture shows the delivery of one of these cleaners, the Heavy Duty Hoover 912 cleaner, especially built for public buildings.

BOLIVIA

(212/65) Development of Mines for Corporacion Minera de Bolivia. November 30. E.S.B. 38401/65.*

BURMA

People's Stores Corporation:

(211/65) Glass Globes. November 23. E.S.B. 37869/65.*

(212/65) Vehicle Spare Parts. November 24. E.S.B. 38125/65.*

(212/65) Outboard Motor Spares. Closing date not known. E.S.B. 38126/65.*

(212/65) Vacuum Flasks. December 20. E.S.B. 37872/65.*

(212/65) Tyres and Tubes. November 27. E.S.B. 38119/65.*

(212/65) Contractors' Plant; Workshop Equipment. December 1. E.S.B. 38122/65.*

(212/65) Contractors' Equipment. December 1. E.S.B. 38123/65.*

(212/65) Vehicles. November 29. E.S.B. 38124/65.*

(216/65) Hooks and Eyes. November 29. E.S.B. 38887/65.*

(216/65) Padlocks. November 29. E.S.B. 38889/65.*

CANADA

British Columbia Hydro and Power Authority:

(212/65) Power Intake Trashracks. December 21. Tender documents now available. E.S.B. 38182/65.

(212/65) Power Intake Gates. December 28. E.S.B. 38180/65.

(212/65) Gantry Crane. January 18, 1966. E.S.B. 38181/65.

(215/65) Electrical Equipment. January 11, 1966. E.S.B. 38553/65.

(215/65) Electrical Equipment. January 11, 1966. E.S.B. 38554/65.

(215/65) Transmission Line Towers. December 14. E.S.B. 38555/65.

(215/65) Lock Gates. January 4, 1966. E.S.B. 38810/65.

CEYLON

(211/65) Airport Service Equipment for Air Ceylon Ltd. November 30. E.S.B. 37673/65.*

(215/65) Meters for Department of Government Electrical Undertakings. November 30. E.S.B. 38500/65.*

Ministry of Health:

(211/65) Sanitary Towels. (Further Information.) Tender documents now available. E.S.B. 36665/65.*

(215/65) Pharmaceuticals. January 18, 1966. E.S.B. 38501/65.*

River Valleys Development Board:

(214/65) Tippers. (Further Information.) Tender documents now available. E.S.B. 37671/65.*

(214/65) Clay Loader. (Further Information.) Tender documents now available. E.S.B. 37672/65.*

CHILE

(215/65) Pharmaceuticals and Chemicals for Servico Nacional de Salud. November 23. E.S.B. 38872/65.*

(215/65) Photographic Equipment for Direccion de Aprovisionamiento del Estado. November 18. E.S.B. 38871/65.*

COLOMBIA

(215/65) Transformers for Empresa de Energia Electrica de Bogota. (Further Information.) Tender documents now available. E.S.B. 37668/65.*

(215/65) Power Line Installation for Instituto de Aprovechamiento de Aguas y Fomento Electrico. (Further Information.) Tender documents now available. E.S.B. 37603/65.*

COSTA RICA

(215/65) Bottles for El Consejo Nacional de Produccion. November 24. Tender documents (in Spanish) available. E.S.B. 38859/65.*

(215/65) Tractor for El Instituto de Tierras y Colonizacion. November 17. E.S.B. 38858/65.*

(215/65) Serum for La proveeduria de la Direcion General de Asistencia. November 23. Tender documents (in Spanish) available. E.S.B. 38804/65.*

La Proceeduria Nacional Economia y Hacienda:

(212/65) Bridge Construction. November 24. E.S.B. 38144/65.*

(212/65) Highway Construction. November 24. E.S.B. 38145/65.*

(212/65) Highway Construction. November 24. E.S.B 38146/65.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(215/65) Springs. (Further Information.) Tender has now been re-issued. E.S.B. 12722/65.

(215/65) Batteries and Spare Parts. November 22. E.S.B. 38496/65.

(215/65) Springs. November 30. E.S.B. 38497/65.

FORMOSA

Central Trust of China:

(211/65) Steel. November 18. E.S.B. 38102/65.*

(211/65) Motor Graders. November 18. E.S.B. 38103/65.*

(211/65) Food Colourings. November 19. E.S.B. 38104/65.*

(211/65) S.S. Plates. November 22. E.S.B. 38107/65.*

(212/65) Pipe Fittings. November 18 E.S.B. 37900/65.*

(212/65) Crack Detector. November 20. E.S.B. 37897/65.*

(212/65) Battery Raw Materials. November 17. E.S.B. 37898/65.*

(212/65) Safety Appliances. November 19. E.S.B. 38101/65.*

(212/65) Gas Compressor. November 20. E.S.B. 38109/65.*

(212/65) Hopper Cars. November 20. E.S.B. 38115/65.*

(212/65) High Pressure Filter. November 22. E.S.B. 38113/65.*

(212/65) Pipes. November 22. E.S.B. 38108/65.*

(212/65) Log Mill Handling Equipment. November 22. E.S.B. 38106/65.*

(212/65) Thermometers Etc. November 18. E.S.B. 38110/65.*

(215/65) Tube Expanders and Cutters. November 24. E.S.B. 38514/65.*

(215/65) Diesel Engines and Spares. November 22. E.S.B 38519/65.*

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(215/65) Forklift Trucks. November 24. E.S.B. 38520/65.*
(215/65) Measuring Instruments and Controls. November 25. E.S.B. 38590/65.*
(215/65) Asbestos Yarn. November 18. E.S.B. 38592/65.*
(215/65) Cathodic Protection System Components. November 18. E.S.B. 38595/65.*
(215/65) Address Cards. November 25. E.S.B. 38813/65.*
(215/65) Drilling Machine. November 23. E.S.B. 38513/65.
(215/65) Crucibles. November 23. E.S.B. 38515/65.*
(215/65) Meters. November 22. E.S.B. 38510/65.*
(215/65) Miscellaneous Supplies. November 24. E.S.B. 38521/65.*
(215/65) Steel Helmets. November 25. E.S.B. 38522/65.*
(215/65) Hydraulic Press. November 22. E.S.B. 38596/65.*
(215/65) Mud Mixer and Accessories. November 22. E.S.B. 38594/65.*
(215/65) Chemicals. November 22. E.S.B. 38498/65.*
(215/65) Castor Oil. November 25. E.S.B. 38503/65.*
(215/65) Grinding Machines. November 23. E.S.B. 38509/65.*
(215/65) Metal Manufactures. November 22. E.S.B. 38511/65.*
(215/65) Blankets. December 1. E.S.B. 38512/65.*
(215/65) Radio Telephones and Accessories. November 26. E.S.B. 38811/65.*
(215/65) Electrical Instruments. November 26. E.S.B. 38812/65.*
(216/65) Shearing Machine. November 25. E.S.B. 38814/65.*
(216/65) X-ray Equipment. November 26. E.S.B. 38816/65.*
(216/65) Paraffin Wax. November 27. E.S.B. 38815/65.*
(216/65) Measuring Instruments. November 27. E.S.B. 38817/65.*
(216/65) Gas Leak Detector. November 29. E.S.B. 38818/65.*
(216/65) Measuring Apparatus. December 1. E.S.B. 38819/65.
(216/65) Roller Bearing. November 29. E.S.B. 38820/65.*
(216/65) Engineering Workshop Equipment. November 29. E.S.B. 38821/65.*

FRANCE

Supreme Headquarters Allied Powers, Europe:
(213/65) Antenna Maintenance Vehicle. December 20. E.S.B. 38434/65.
(215/65) Pencils. November 29. E.S.B. 38543/65.*

GREECE

(211/65) Pre-fabricated Buildings for Greek School Building Organization. (Further Information.) Closing date postponed to November 20. E.S.B. 34878/65.*
(215/65) Steel for Hellenic State Railways. November 23. E.S.B. 38563/65.*
(215/65) X-ray Film Materials for Institute of Social Insurance. November 20. E.S.B. 38558/65.*
Public Power Corporation:
(216/65) Turbo Generating Plant. (Advance Information.) Closing date not known. E.S.B. 38855/65.
(216/65) Turbo Generating Plant. (Advance Information.) Closing date not known. E.S.B. 38854/65.

HONG KONG

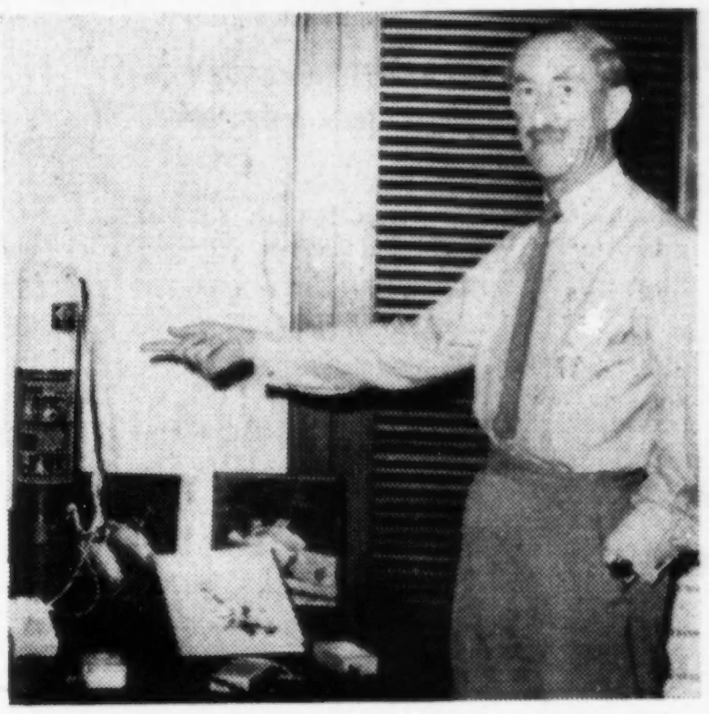
(212/65) Sulphate of Alumina for Government Tender Board. December 10. E.S.B. 38417/65.*

ICELAND

Zandsvirkjun, The National Power Company of Iceland:
(214/65) Turbines and Accessories. (Further Information.) Tender documents now available. E.S.B. 34415/65.*
(215/65) Hydro-electric Project. (Further Information.) January 4, 1966. E.S.B. 10212/65.*

INDIA

Andhra Pradesh State Electricity Board:
(214/65) Condensers. (Further Information.) E.S.B. 37474/65.
(214/65) Electrical Equipment. (Further Information.) E.S.B. 37472/65.
(214/65) Transformers. (Further Information.) E.S.B. 37471/65.
(214/65) Transformers. (Further Information.) E.S.B. 31310/65.
(214/65) Transformers and Switchgear. (Further Information.) E.S.B. 33552/65.
216/65) Cable and Cable Boxes. November 24. E.S.B. 38833/65.
(212/65) Theodolites for Beas Purchase Organization. November 23. E.S.B. 38173/65.*
Directorate of Supplies and Disposals:
(214/65) Machine Tools. December 3. E.S.B. 38440/65.*
(215/65) Vibrating Machine. November 25. E.S.B. 38801/65.*
(213/65) Railway Signalling Equipment for Eastern Railway, Calcutta. February 15, 1966. E.S.B. 38431/65.
(216/65) Cranes for Government of Kerala, Port Department. (Further Information.) Closing date postponed to November 29. E.S.B. 31388/65.*
(215/65) Transmission Line Towers and Erection of Transmission Lines for Gujarat Electricity Board. December 15. E.S.B. 38564/65.
(197/208/215/65) Welding Machine for Hindustan Aeronautics Ltd. December 8. E.S.B. 35416/65.*
(215/65) Stone Crusher for Hydel Uhl Mechanical Division. (Further Information.) E.S.B. 34187/65.
(216/65) Steel for India Supply Mission, London, W.3. November 22. E.S.B. 38828/65.*
(213/65) Steel Sheets for Indian Telephone Industries Ltd. December 13. E.S.B. 38437/65.
(216/65) Power Tunnel for Kerala State Electricity Board. December 10. E.S.B. 38838/65.



Sarbe pocket radio rescue beacons made by Burndept Electronics, Erith, Kent, have been adopted for aircrew training at the Civil Aviation Safety Centre, Beirut, in the Lebanon. The British equipment was handed over by Group Captain T. E. Burgess, general sales manager of Burndept Electronics, during the centre's first annual safety conference, attended by 80 airline delegates from 20 countries, mainly in the middle east, and by 40 members of the training staff and Lebanese Air Force crews. The photograph shows Group Captain Burgess demonstrating the Sarbe range to the conference audience. Afterwards he gave further demonstrations elsewhere in the Lebanon and in Syria, Jordan and Egypt.

(215/65) Construction of Tunnels for Koyna Hydro-Electrical Project. December 15. E.S.B. 38425/65.
(215/65) Scientific Instruments for Madras Electricity System (Distribution.) (Further Information.) Tender documents now available. E.S.B. 36674/65.*
(215/65) Welding Sets for Madras Port Trust. November 24. E.S.B. 38830/65.*
(215/65) Meters for Maharashtra State Electricity Board. November 29. E.S.B. 38565/65.
(215/65) Chemicals for Neyveli Lignite Corporation Ltd. (Further Information.) Tender documents now available. E.S.B. 36235/65.*
Oil and Natural Gas Commission:
(216/65) Machine Tools. November 24. E.S.B. 38504/65.
(216/65) Machine Tools. November 24. E.S.B. 38505/65.
(216/65) Fuel Pump Maintenance – Testing Equipment. November 24. E.S.B. 38506/65.
(216/65) Workshop Equipment. November 24. E.S.B. 38507/65.
(216/65) Workshop Equipment. November 24. E.S.B. 38508/65.
(216/65) Workshop Equipment – Lifting Tackle. November 24. E.S.B. 38552/65.

IRAN

(213/65) Wire for Iranian State Railways. January 10. 1966. E.S.B. 38435/65.
(213/65) Pipes and Fittings for Steel Corporation of Iran. January 10, 1966. E.S.B. 38436/65.*

IRAQ

(215/65) Sewage Project for Baghdad Sewerage Board. (Further Information.) Closing date postponed to November 20. E.S.B. 24501/65.*
(214/65) Steel Cylinders for Iraqi Ports Administration. (Further Information.) Tender documents now available. E.S.B. 37478/65.*
(214/65) Constructional Project for Ministry of Agrarian Reform. December 30. E.S.B. 38460/65.
(214/65) Railway Workshop Machinery for Ministry of Communications. November 28. E.S.B. 38468/65.
Ministry of Defence:
(214/65) Paper. (Further Information.) December 28. E.S.B. 19318/65.*
(214/65) Wireless Spares. (Further Information.) December 28. E.S.B. 22145/65.*
(214/65) Radio Equipment. December 28. E.S.B. 38465/65.*
(214/65) Boot Making Materials. (Further Information.) This Tender has been re-issued for rubber soles only. December 28. E.S.B. 19388/65.*
(214/65) Testing Equipment. (Further Information.) Tender re-issued in respect of demolition test sets only, date being December 28. E.S.B. 26419/65.*
(214/65) Mechanical Equipment for Ministry of Oil. January 12, 1966. E.S.B. 38466/65.*

IRISH REPUBLIC

(211/65) Fluoridation Plant for Corporation of Galway. November 17. E.S.B. 37879/65.
(211/65) Water Pump Tender for Kerry County Council. November 30. E.S.B. 37878/65.

IVORY COAST

(215/65) Grain Silos for Ministry of Agriculture. December 11. Tender documents (in French) available. E.S.B. 38802/65.*

KUWAIT

Central Tenders Committee:
(212/65) Paints and Thinners. November 17. E.S.B. 38167/65.*
(212/65) Generating Sets. November 17. E.S.B. 38168/65.*
(214/65) Construction of School. November 30. E.S.B. 38457/65.

LIBYA

Central Tenders Board:
(213/65) Mineral Evaluations. November 22. E.S.B. 38426/65.
(213/65) Geological Survey. December 6. E.S.B. 38427/65.

FELIXSTOWE DOCK

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MALAYSIA

(212/65) Miscellaneous Equipment for Ministry of Defence. November 19. E.S.B. 38197/65.

MOZAMBIQUE

(211/65) Cranes for Ports, Railways and Transport Department. February 9, 1966. E.S.B. 37876/65.

NEW ZEALAND

General Post Office:
(212/65) Canvas. November 22. E.S.B. 38174/65.*
(212/65) Cloth. November 25. E.S.B. 38175/65.*
(215/65) Pumping Station Equipment for Lower Hutt City Corporation. Closing date not known. E.S.B. 38547/65.*
(215/65) Cable for Municipal Electricity Department. November 25. E.S.B. 38545/65.*
New Zealand Electricity Department:
(212/65) Circuit Breakers. January 25, 1966. E.S.B. 38177/65.*
(212/65) Power Station Equipment. February 1, 1966. E.S.B. 38178/65.*
(212/65) Steel Towers. February 15, 1966. E.S.B. 38179/65.*

NIGERIA

(214/65) Consultancy Service for Federal Government of Nigeria. November 22. E.S.B. 38147/65.

PAKISTAN

Directorate of Supply:
(212/65) Welding Equipment. November 25. E.S.B 38171/65.*
(212/65) Foundry Equipment. November 29. E.S.B. 38160/65.*
(212/65) Workshop Equipment. December 4. E.S.B. 38159/65.*
(215/65) Railway Control Equipment for East Pakistan Railway Board. December 15. E.S.B. 38546/65.*
(211/65) Steel Rails for Pakistan Western Railway. November 19. E.S.B. 37693/65.
(212/65) Junction Boxes for Telegraph and Telephone Directorate. November 18. E.S.B. 38424/65.*

PHILIPPINES REPUBLIC

212/65) Substation Equipment for National Power Corporation. December 7. E.S.B. 37852/65.*
(212/65) Waterworks Distribution System for National Waterworks nd Sewerage Authority. December 14. E.S.B. 37820/65.*

PORTUGAL

(215/65) Radar System for Directorate of Civil Aviation. November 30. E.S.B. 38489/65.

SINGAPORE

(216/65) Workshop Equipment for Port of Singapore Authority. November 27. E.S.B. 38579/65.*

SOUTH AFRICA

Cape Provincial Tender Board:
(215/65) Hospital Attire. November 26. E.S.B. 38495/65.*
(215/65) Laundry Materials. November 23. E.S.B. 38493/65.*
(215/65) Tyre Removing Equipment. November 26. E.S.B. 38494/65.*
(215/65) Bridge Bearing Pads. November 19. E.S.B. 38490/65.*
(215/65) Flannelette; Needles. November 23. E.S.B. 38491/65.*
(215/65) Sterilizer. November 30. E.S.B. 38492/65.*
State Tender Board, Pretoria:
(212/65) Light Fittings. November 18. E.S.B. 37833/65.*
(212/65) Cable. November 18. E.S.B. 37834/65.*
(215/65) Microscope. November 18. E.S.B. 38572/65.*
(215/65) Sound Film Projector. November 22. E.S.B. 38568/65.*
(215/65) Potato Peelers. November 18. E.S.B. 38571/65.*
(215/65) Printing Equipment. November 19. E.S.B. 38575/65.*
(215/65) Woodworking Machinery. November 18. E.S.B. 38570/65.*
(215/65) Refrigerator. November 19. E.S.B. 38534/65.*
(215/65) Dental Chair. November 18. E.S.B. 38540/65.*
(215/65) Cable. November 30. E.S.B. 38541/65.*

SUDAN

(211/65) Air Conditioning Plant for Ministry of Works. November 25. E.S.B. 37808/65.*
Sudan Railways:
(212/65) Wooden Sleepers. November 17. E.S.B. 38413/65.*
(212/65) Structural Steel. November 25. E.S.B. 38415/65.*

SYRIA

Directorate of Posts, Telegraphs and Telephones:
(214/65) Cable and Accessories. November 30. E.S.B. 38432/65.*
(214/65) Distribution Equipment. December 1. E.S.B. 38433/65.*

TANZANIA

Central Tender Board:
(211/65) Medical Supplies. November 18. E.S.B. 38133/65.
(211/65) Pyjama Suits. November 18. E.S.B. 37893/65.

THAILAND

(212/65) Refrigeration Units for State Railways of Thailand. November 24. E.S.B. 38193/65.
(215/65) Transformers for Metropolitan Electricity Authority. November 30. E.S.B. 38567/65.*

TURKEY

(212/65) Electronic Equipment for PTT Administration. November 22. Tender documents (conditions in Turkish, requirements in English) available. E.S.B. 37894/65.
(215/65) Chains for Turkish Maritime Bank. (Further Information.) E.S.B. 38198/65.*

URUGUAY

State Electricity Board:
(211/65) Insulation Materials. November 30. E.S.B. 37890/65.
(211/65) Electric Motor. November 18. E.S.B. 37889/65.
(211/65) Cash Registers. November 17. E.S.B. 37888/65.
State Oil Refinery:
(211/65) Electric Conductors. November 25. E.S.B. 37882/65.
(211/65) Asbestos Tape and Rope. November 24. E.S.B. 37881/65.
(212/65) Steel Tubes. November 26. E.S.B. 37884/65.
(212/65) Litharge. November 19. E.S.B. 37883/65.
(212/65) Lubricating Grease. November 23. E.S.B. 37880/65.
(212/65) Steel and Aluminium Tubes. November 24. E.S.B. 37885/65.
State Railways:
(211/65) Batteries. December 9. E.S.B. 37892/65.
(211/65) Fibre Insulators. November 24. E.S.B. 37891/65.
(211/65) Cable for State Waterworks. November 30. E.S.B. 37886/65.

UNITED STATES

(216/65) Winches for District Engineer, Corps of Engineers. November 17. E.S.B. 38586/65.*

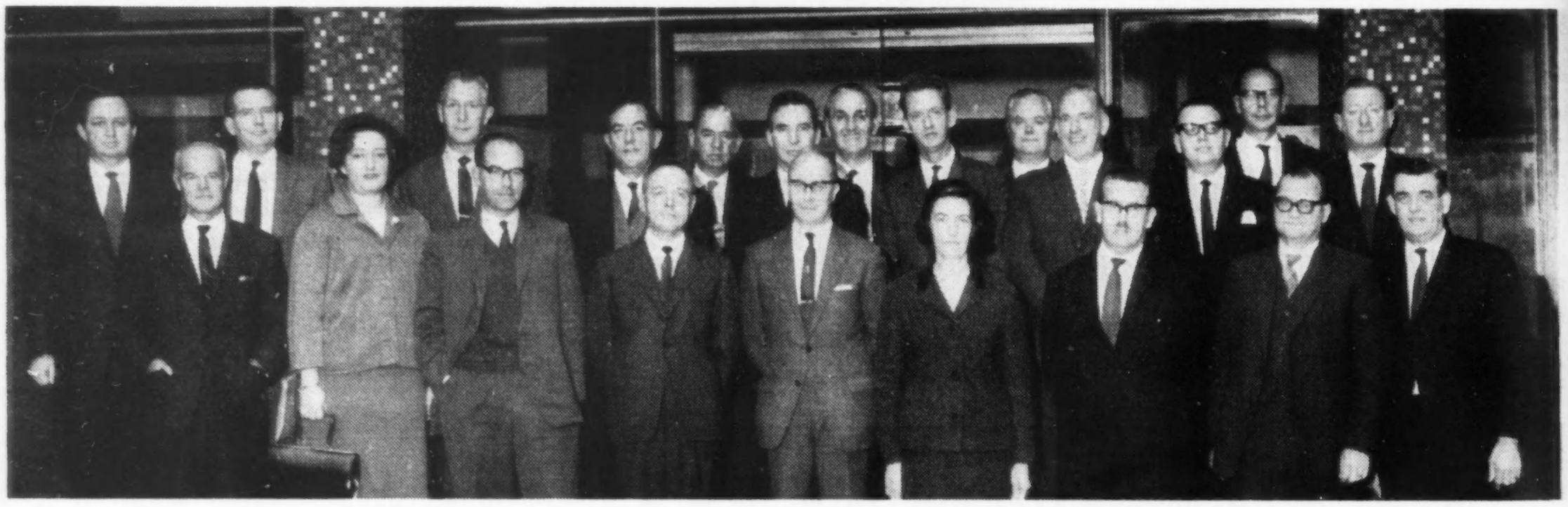
VIETNAM

Central Purchasing Authority:
(212/65) Transistor Megaphones. November 19. E.S.B. 37863/65.*
(215/65) Electrical Parts and Accessories. November 26. E.S.B. 38870/65.*
(215/65) Typewriters. November 26. E.S.B. 38874/65.*

(*Continued on page* 1123)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices was given in the Board of Trade Journal, *of October* 15, *page* 925.



A party of Export Officers from the Board of Trade visited the Central Office of Information on October 26. They were received by Mr. Donald Kerr (extreme right back row), Controller (Overseas), and he introduced them to the Export Publicity Services of the department. Following the introduction, Mr. H. J. Watters (second left back row), Assistant Controller (Overseas), led discussions on all aspects of the department's overseas services, in which senior members of Overseas Press Services, Photographs, Publications, Reference, Tours and Production Services, Exhibitions, Radio, and Films and Television Divisions took part.

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The secret of these Pest Strips is their slow, continuous release of that remarkable Shell insecticide Vapona. Vapona vaporises readily as soon as the Pest Strips are removed from their packaging, and diffuses to every nook and cranny where even sprays can't reach. And Vapona reaches everywhere at once. It is so effective that one small 10″ Pest Strip will control 1,000 cu. ft. of space, with complete safety to animals and humans.

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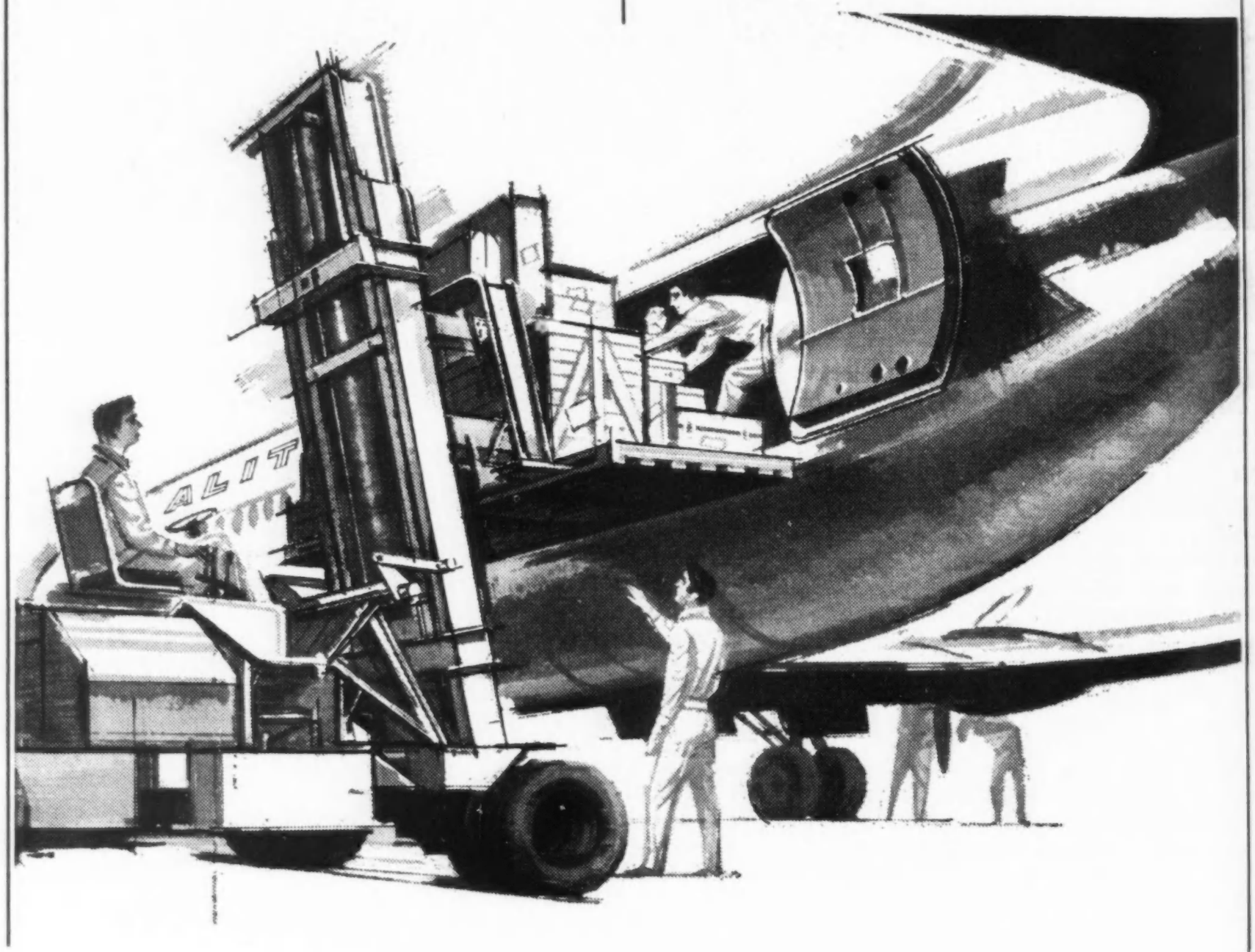

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(216/65) Agency inquiry for floor coverings; table cloths. E.S.B. 39013/65.
(213/65) Inquiry for hospital equipment; industrial safety and fire protection equipment; irrigation equipment; kitchen and canteen equipment; poultry equipment; sheet metal and steel fabrication machinery; tube bending machinery; brake presses; camp and camp site facilities; hand pumps; guillotines; rollers. E.S.B. 35151/65.
(213/65) Inquiry for ceramic cladding; tiles. E.S.B. 38353/65.
(215/65) Inquiry for gift articles. E.S.B. 38756/65.
(215/65) References to the Special Advisory Authority. C.R.E. 6829/65.
(217/65) Inquiry for aircraft equipment, equipment for aircraft facilities. E.S.B. 39082/65.

Austria/Yugoslavia
(215/65) Trade Quota Lists.

Bahamas
(213/65) Agency inquiry for electrical insulators. E.S.B. 38379/65.

Bahrain
(215/65) Inquiry for carpets. E.S.B. 39009/65.

Belgium
(215/65) Agency inquiry for blood cell counter; photometers; potentiograph; titrimeter. E.S.B. 38758/65.

Bolivia
(212/65) Inquiry for footwear. E.S.B. 38272/65.
(212/65) Inquiry for domestic constructional materials; pharmaceuticals. E.S.B. 38252/65.
(212/65) Inquiry for corrugated iron; corrugated plastics materials; paints; pipes. E.S.B. 38266/65.
(212/65) Inquiry for linoleum; oil cloth; upholstery materials. E.S.B. 38264/65.
(213/65) Inquiry for knives. E.S.B. 38245/65.
(213/65) Inquiry for bicycles; buttons; gin; glass; linoleum; textiles; threads. E.S.B. 38391/65.
(214/65) Inquiry for welding equipment and accessories. E.S.B. 38349/65.
(216/65) Inquiry for domestic electrical equipment. E.S.B. 38395/65.

British Guiana
(211/65) Inquiry for electricity generating units; river transport craft; sewage systems; water purification plant – further information. E.S.B. 34892/64.

Canada
(214/65) Agency inquiry for agricultural equipment. E.S.B. 38741/65.

Costa Rica
(213/65) Agency inquiry for synthetic fibre yarns. E.S.B. 36776/65.

Denmark
(212/65) Agency inquiry for shirtings. E.S.B. 37712/65.
(215/65) Agency inquiry for accessories for motor vehicles and cycles. E.S.B. 38940/65.
(216/65) Agency inquiry for builders' equipment and hardware; drawing office materials; micro photographic equipment. E.S.B. 38293/65.

Finland
(212/65) Agency inquiry for school equipment; stationers' sundries. E.S.B. 38263/65.
(212/65) Agency inquiry for clocks. E.S.B. 38275/65.
(212/65) Agency inquiry for coat fabrics; dress materials. E.S.B. 37928/65.
(212/65) Agency inquiry for plastics household articles; plastics and rubber toys. E.S.B. 38288/65.
(213/65) Agency inquiry for clay; grog. E.S.B. 37929/65.
(215/65) Agency inquiry for chemicals; spices. E.S.B. 38990/65.

France
(211/65) Agency inquiry for cranes. E.S.B. 38046/65.
(212/65) Agency inquiry for cables; metallic attachments for cables. E.S.B. 38307/65.
(213/65) Agency inquiry for foodstuffs. E.S.B. 38375/65.
(212/65) Inquiry for fancy buttons. E.S.B. 37560/65.
(212/65) Inquiry for game. E.S.B. 38376/65.
(216/65) Inquiry in respect of consumer goods other than foodstuffs. E.S.B. 30257/65.

Germany, Federal Republic of
(213/65) Agency inquiry for amusement and weighing machines. E.S.B. 38635/65.
(214/65) Agency inquiry for knitwear. E.S.B. 38290/65.
(215/65) Agency inquiry for lace. E.S.B. 38665/65.
(212/65) Inquiry for household and gift articles. E.S.B. 38068/65.
(212/65) Inquiry for malting barley. E.S.B. 37919/65.
(214/65) Inquiry for clutch and brake linings. E.S.B. 38703/65.
(215/65) Inquiry for surgeons' operating gloves. E.S.B. 35142/65.
(215/65) Inquiry for metal products; sheet metal. E.S.B. 38742/65.
(216/65) Inquiry for plastic stamping plates. E.S.B. 38754/65.

Hong Kong
(213/65) Agency inquiry for chemicals; pharmaceuticals. E.S.B. 38377/65.

India
(215/65) Inquiry for wire. E.S.B. 38675/65.

Iran
(213/65) Agency inquiry for shoe-making machinery and shoe supplies. E.S.B. 38340/65.
(215/65) Agency inquiry for dental equipment; surgical dressings. E.S.B. 38721/65.
(212/65) Inquiry for textiles for clothing. E.S.B. 38287/65.

Iraq
(213/65) Agency inquiry for generators; laundry and dry cleaning plant. E.S.B. 38378/65.
(213/65) Agency inquiry for electrical appliances, underwear. E.S.B. 38368/65.
(213/65) Inquiry for garage equipment; vehicle spares E.S.B. 38365/65.
(213/65) Inquiry for machinery for making aluminium and steel tubing. E.S.B. 38611/65.

Israel
(211/65) Agency inquiry for electrical and electronic equipment and components. E.S.B. 38041/65.
(211/65) Agency inquiry for chemicals; machinery for the chemical industry. E.S.B. 38007/65.
(216/65) Manufacture under licence – welding equipment. E.S.B. 38752/65.

Italy
(211/65) Agency inquiry for biscuits. E.S.B. 38048/65.
(212/65) Agency inquiry for clothing; piece-goods; yarns. E.S.B. 38218/65.
(213/65) Agency inquiry for cutlery; open razors. E.S.B. 38089/65.
(216/65) Agency inquiry for fish. E.S.B. 39083/65.
(211/65) Inquiry for air-conditioning equipment. E.S.B. 38028/65.

Italy/Denmark
(212/65) Trade Agreement. C.R.E. 2206/G.

Jamaica
(213/65) Agency inquiry for bubble-gum. E.S.B. 38614/65.

Japan
(215/65) Agency inquiry for neckties. E.S.B. 38985/65.
(211/65) Inquiry for water scooters. E.S.B. 35887/65.

Kenya
(215/65) Agency inquiry for coach accessories; fancy goods; footwear; haberdashery; textiles. E.S.B. 38749/65.
(211/65) Inquiry for canvas cloth; glues; plastic panels; shirting; women's wear. E.S.B. 14354/65.

Lebanon
(213/65) Agency inquiry for men's wear; novelty lines. E.S.B. 38299/65.
(214/65) Approved lists of suppliers – further information. E.S.B. 36866/65.

Libya
(215/65) Agency inquiry for office machinery, equipment and furniture. E.S.B. 38957/65.

Morocco
(214/65) Inquiry for machinery and plant for the manufacture of tyres and tubes. E.S.B. 38351/65.

Netherlands
(214/65) Agency inquiry for electro technical switchgear; measuring and control equipment; petrochemical instruments and equipment. E.S.B. 38632/65.
(216/65) Agency inquiry for pipeline apparatus and equipment; technical products for the chemical and petrochemical industries. E.S.B. 38727/65.
(216/65) Inquiry for control valves. E.S.B. 38991/65.

New Zealand
(211/65) Inquiry in respect of coating and laminating machinery. E.S.B. 37568/65.
(214/65) Agency inquiry for piece-goods. E.S.B. 38658/65.
(215/65) Agency inquiry for measuring equipment. E.S.B. 39006/65.

North America
(214/65) Visit of store buyers. E.S.B. 1551/65.

Peru
(212/65) Inquiry for ice-making machinery. E.S.B. 38029/65.

Philippines, Republic of the
(211/65) Inquiry for electrical, electronic and communications equipment. E.S.B. 37904/65.

Portugal
(213/65) Agency inquiry for air-conditioning units and equipment. E.S.B. 38651/65.

Rhodesia
(213/65) Inquiry for carpets. E.S.B. 38644/65.

Saudi Arabia
(212/65) Joint venture – industrial projects, roads, etc. E.S.B. 37961/65.
(212/65) Inquiry for machinery for making cans. E.S.B. 37951/65.
(214/65) Inquiry for ice-making plant. E.S.B. 38623/65.
(214/65) Inquiry for equipment for chemical and petrochemical industries; farm machinery and equipment; road-making machinery. E.S.B. 36818/65.

South Africa
(214/65) Agency inquiry for mattress tickings. E.S.B. 38233/65.
(215/65) Agency inquiry for carpets; furnishing and curtaining material. E.S.B. 38910/65.

Spain
(215/65) Inquiry for hour and flow meters. E.S.B. 37924/65.

Sweden
(212/65) Agency inquiry for blouses. E.S.B. 38030/65.
(215/65) Agency inquiry for textiles. E.S.B. 38720/65.

Switzerland
(213/65) Agency inquiry for piece-goods. E.S.B. 2755/65.
(214/65) Agency inquiry for furniture and equipment. E.S.B. 37989/65.
(215/65) Agency inquiry for hypodermic needles. E.S.B. 38970/65.
(215/65) Agency inquiry for hospital instruments and supplies. E.S.B. 38975/65.
(214/65) Inquiry for dresses. E.S.B. 31778/65.

Tanzania
(212/65) Inquiry for shirtings. E.S.B. 37998/65.

Trinidad
(213/65) Inquiry for machinery, equipment and raw materials for the cosmetic industry. E.S.B. 36325/65.

Trucial States
(212/65) Inquiry for furniture. E.S.B. 34619/65.
(216/65) Inquiry for electronic sounding equipment; vehicles. E.S.B. 39031/65.

United Arab Republic (Egypt)
(213/65) Agency inquiry for cigarettes and tobacco. E.S.B. 37907/65.

United States of America
(211/65) Inquiry for dartboards and darts; dinner sets; knives. E.S.B. 37944/65.
(213/65) Inquiry for copper wire. E.S.B. 38292/65.
(215/65) Inquiry for insulated magnet wire. E.S.B. 38939/65.

Windward Islands
(212/65) Inquiry for lift equipment for boats. E.S.B. 37938/65.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the* Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 925 of October 15 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Antiques for New York

Mr. Robert Payne, a director of The Individuals (Antiques) Ltd., London, W.11, left London on October 23 for New York. Mr. Payne is meeting a number of American dealers and he intends to appoint an agent in New York to facilitate his company's export of antique furniture and bric-a-brac.

Overseas promotion tour

Mr. T. R. Davies, marketing manager of Electronic Instruments Ltd., Richmond, Surrey, is currently on a two-month export promotion tour of the company's major overseas markets. He is visiting the company's agents and customers in Australia, Japan, Hong Kong, Canada and the United States.

Overseas tour for two directors

Mr. W. Gray, director and manager, Engineering Division, A. Reyrolle & Company Limited, Hebburn, Co. Durham, and Mr. J. F. Bird, director and overseas manager, left Tyneside on October 22 for a five-week tour of Australasia. The purpose of their tour is three-fold. First they will be visiting existing customers of the company to discuss present contracts and future trends of development. Second they will be introducing several new products and third they hope to establish contact with a number of potential new customers.

Mr. Gray and Mr. Bird will first travel to Singapore and Kuala Lumpur spending several days there before going to Australia, where they will spend a fortnight visiting Perth, Adelaide, Melbourne, Hobart (Tasmania), Brisbane and Sydney. From Australia they will go to New Zealand for about a week, before travelling on to Hong Kong where they will spend a few days before coming home.

Trailer manufacturer's tour

Mr. J. A. C. Maughan, export manager of Taskers of Andover (1932) Ltd., began a three- or four-week tour of Scandinavia and Finland on November 1. The purpose of his visit is to promote the sales of Taskers commercial trailers and semi-trailers and visit appointed and prospective distributors.

Mr. Maughan will meet representatives of organizations interested in the sales, distribution or manufacture of trailers.

Mr. J. H. Caley, sales director of Prince-Smith & Stells Ltd., Keighley, textile machinery makers and part of the Textile Machinery Division of the Stone-Platt Industries Group is seen leaving Gatwick Airport on October 18 for Rio de Janeiro, Brazil. By the time Mr. Caley returns, in about seven weeks time, he will have travelled over 20,000 miles and visited nearly every country in South America from Brazil to Mexico. Basically his trip is an export sales tour to visit agents, dealers and customers, but in particular he will be visiting Indulana S.A., of Quito, Ecuador, at the time a £130,000 combing, drawing and spinning plant supplied by Prince-Smith & Stells Ltd. is being installed.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *August 27, 1965.*

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

£A500,000 export order from Australia

The English Electric Co. Ltd., has received an order worth over £A500,000 from The State Electricity Commission of Victoria, Australia, for power transformers in connection with extensions to Hazelwood power station.

£50,000 roller hearth furnace for Spain

A 400 kW roller hearth furnace for the bright annealing of phosphorous de-oxidized copper tubes is being supplied by G. W. B. Furnaces Ltd., Dudley, Worcs., to the Head Wrightson Machine Company Ltd., Middlesbrough, as part of a complete copper tube plant, which this company is building for SECEM, Cordoba, Spain. The contract is valued at £50,000.

Orders worth £102,000 in Finland and Thailand

Export orders worth £102,000 have been won by Auto Diesels Ltd., a member of the Braby of Britain Group. One of the orders, valued at £75,000, is for the supply of 18 generating sets to Finland and was placed by Auto Diesels' Finnish agents, Rotator OY. The generators range in size from 7 to 250 kVA output.

Auto Diesels is also supplying to Bangkok 36 heavy duty centrifugal self-priming pumps valued at £27,000. The pumps, which have four-inch and six-inch bores and are trailer mounted, are for use by the Royal Irrigation Department in Thailand.

Mr. Celal Imre (right), Director General of Turkey's Association of Machine and Chemical Industries (MKEK), pictured examining tractor gearbox components at the Massey-Ferguson School of Farm Mechanisation near Coventry during a tour of the industrial Midlands and North of England in which he is visiting more than a dozen major British factories and companies. At the school, which trains students from all parts of the world in the techniques of operating and maintaining modern farm machinery, he was accompanied by Mr. L. J. Boon (centre), Director Special Operations for Massey-Ferguson, and Mr. R. N. Sjogren, General Technical Manager, Special Operations Division.

British cosmetics for Italy

The Gala Cosmetic Group Ltd., London, announce that a well-known Italian multiple group has concluded arrangements for marketing Gala throughout its stores and placed an opening order for over £100,000.

British equipment for world's biggest crude-oil pipeline

Pig traps for installation at each end of the 285-mile long Trans-Alpine crude-oil pipeline to be laid between Trieste, Ingoldstadt, Germany, next year – and claimed as the largest of its kind in the world – have been ordered from General Descaling Co. Ltd., Worksop, Notts. A pig is a device employed for the internal cleaning of pipelines and other purposes connected with pipeline operations.

Heat exchangers for Yugoslavian refinery

Whessoe Ltd., Darlington, have been awarded an order, valued at approximately £200,000, by Brefcon International Limited for the manufacture and supply of a wide range of heat exchangers for installation at the new Kombinat Naftagas Refinery near Belgrade, Yugoslavia.

Export orders for pallet loaders

The Lawrence Engineering Co. Ltd., of Tividale, Staffs, has secured an order from Russia for one fully automatic pallet loader and two fully automatic depalletizers to be supplied for a fertilizer plant. A fully automatic pallet loader and a fully automatic depalletizer have been ordered by a mineral water firm in Barcelona and three pallet loaders are to be built for a fertilizer manufacturer in Dublin.

Lawrence Engineering has also completed execution of orders for four fully automatic pallet loaders supplied to firms in France.

Top South African prizes for Scottish firm

Despite world-wide competition, garments made with cloth from the Langholm mill of Arthur Bell (Scotch Tweeds) Ltd., have for the fifth year in succession won major awards at the 1966 South African Academy of Fashion.

A gold medal was awarded in the skirt section and a silver medal for a two-piece suit. Both garments were made from two different styles of the same cloth – a dual purpose 100 per cent pure new wool cloth suitable for skirts, suits or sports jacketings.

Arthur Bell fabrics were previously awarded gold medals in the 1962, 1964 and 1965 shows and a silver medal in 1963.

£3 million order for British shipbuilder

Smith's Dock Co. Ltd., of Middlesbrough, have signed a contract worth approximately £3 million for two bulk carriers with the Centromor foreign trade enterprise, Warsaw. The vessels will be the largest dry cargo vessels in the Polish merchant fleet, each of 24,150 tons.

$100,000 United States order

Following a flying one-week trip by its sales director, The Longclose Engineering Co. Ltd. of Leeds has gained a $100,000 order for dyeing equipment from Bigelow Sandford Inc. in South Carolina. The order, for a large dyeing unit that will handle some $10,000 worth of carpet yarn in one operation, follows a one-week trip by Mr. K. Limbert, the firm's sales director.

A specially equipped demonstration coach from B. Elliott (Machinery) Ltd. of London, leaving Felixstowe aboard the Transport Ferry Service's roll-on/roll-off "Gaelic Ferry". During a nine week tour of Holland, Belgium and France, Elliott's will demonstrate their equipment to some 50 potential customers. Transport arrangements were made by Schenkers Ltd., international shipping and forwarding agents.

1965 fridge deliveries up at home and abroad

British refrigerator deliveries to the home market in the first seven months of 1965 were 15 per cent up on the corresponding period of last year, according to figures published recently by the Domestic Refrigeration Development Committee. From January to July inclusive these deliveries totalled 726,437, compared with 631,047 the previous year.

Exports during the same period in 1965 showed an increase of 29 per cent with 124,819 British refrigerators going abroad, compared with 96,404 in the first seven months of 1964.

Diesel power for Australian iron ore project

The English Electric Company Limited has received orders from Mount Goldsworthy Mining Associates of Perth, Australia, for five diesel-electric locomotives, nine diesel alternator sets and the main engines for two tugs. Worth some £800,000, the equipment will be used in the exploitation of the Mount Goldsworthy iron ore deposits in the north western region of Western Australia.

Instruments for Russia

Parkinson Cowan Measurement (a Division of Parkinson Cowan Limited) have recently received an order from Simon-Barron Limited for pumps and liquid meters with rate of flow indicators. These are to be incorporated into plant to be exported to Russia and will be used in the processing of fats and molasses for the manufacture of animal food.

£1.5m order from Poland

Walmsleys (Bury), the Lancashire paper machinery group, has secured a £1.5m repeat order for equipment for a major papermaking unit at Swiecie, Poland. The contract – which follows a similar deal nine months ago – is the second in a series of six projects envisaged in an original agreement reached last October between the group and Metalexport, the Polish foreign trade enterprise.

British company's Ghana contract

The contract for re-designing and refurnishing the Chamber of the Ghana National Assembly in Accra has been given for the second time to the same British company, Catesbys Contracts and Export Limited, of London.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Investigation relating to imports of radios, televisions, phonographs, etc.

THE UNITED STATES Federal Trade Commission has announced that it will hold a public hearing, beginning on December 6, 1965 relating to the failure to disclose foreign origin on radios, televisions, phonographs, tape recorders, and their components.

Interested parties are invited to submit their views either verbally at the hearing, or in writing not later than November 29, 1965. The information submitted will be considered by the Commission in reaching a determination as to what action, if any, it should take in the public interest under the statutes administered by it.

Further information about submissions and subjects to be covered at the hearing can be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Legislation
Saline water conversion

UNITED STATES Public Law 89-114, approved August 11, 1965, has been introduced to expand, extend and accelerate the saline water conversion programme conducted by the Secretary of the Interior.

Duty-free entry of nickel

UNITED STATES Public Law 89-204, approved September 7, 1965, amends the United States Tariff Act of 1930 to provide that certain forms of nickel be accorded duty-free entry up to June 30, 1967.

Any inquiries about these notices should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes: *Of 'a class or kind made in Canada'*:

Manually-operated marine toilets (water-closets).

(Ruling effective November 29, 1965.)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-28-1 dated October 27, 1965.

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the above law:

Reclaimed and refined non-ferrous metals, compounds of non-ferrous metals and manufactures of non-ferrous metals.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 15, 1965, page 932.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Industrial Incentives Law 1956 (2)

THE FOLLOWING products have been declared 'approved products' for the purpose of the above law:

Adhesive bandages, plasters, first aid dressings and new adhesive bandages and dressings.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 10, 1965, page 596.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the above law:

Swimwear (including bathsuits) and component parts of swimwear.

Banana products, namely banana puree, banana chips, banana flakes, banana butter, banana figs.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 8, 1965, page 867.

BARBADOS

Industrial Incentives Act, 1963

THE Barbados Government is *considering* whether the following products should be declared 'approved products' for the purposes of the above Act:

Metal bottle caps (crown corks).

Pioneer manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

CHILE

Prior deposits on imports of spare parts in 1964-1965

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 355 which took place on September 20, the Executive Committee of the Central Bank ruled that direct imports of spare parts, up to US $500 in value, can be made by end-users themselves, i.e. not habitual importers, without lodging a deposit or applying for a registration before shipment. The application for registration and the lodging of the relative deposit can be made at any time within 30 days of the date of shipment.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
XI	60	Animal-drawn ploughs	100
		Mechanically propelled ploughs	100
		Sprayers: motor-pump units	100
XIII	79	Radio transmitting and receiving equipment, parts, spares and accessories, imported under law No. 15301 (i.e. by legally established amateur radio clubs)	Free

Reduction of customs duty

NOTICE was given in the *Board of Trade Journal* on January 8, 1965, page 77, that under Decree No. 5024 of the Chilean Ministry of Finance, chassis for lorries to be used for the transportation of logs and cut timber could be imported duty free.

It has now been reported by HM Embassy in Santiago that, under Decree No. 2530 of the Ministry of Finance, such chassis may, subject the approval of the Chilean Development Corporation (CORFO), be accompanied by trailer chassis.

URUGUAY

New import regulations

HM EMBASSY at Montevideo report the issue of a Decree of October 18 and Bank of the Republic Circular (No. 70/74) of the same date, which withdraw the import regime established by the Decree of June 15 (see the *Board of Trade Journal* of July 9, page 113), and substitute the following:

(1) Importation of goods subject to surcharges of 60 per cent or more has been prohibited for 180 days. This prohibition does not apply to goods, other than motor vehicles, carrying 60 per cent, 90 per cent or 150 per cent surcharges, which could be imported at a reduced rate of surcharge under regulations in force at the date of this Decree, or to imports certified by the Ministry of Finance as essential. It is understood that this exemption applies in particular to imports of agricultural equipment.

(2) Imports of capital goods into Uruguay will in future only be allowed in on payment terms of at least three years, the regime of payments to be in accordance with one of the following formulae:

(a) Capital goods to be manufactured against a request – up to 20 per cent advance payment before shipment, and the remainder in equal and consecutive six-monthly instalments plus the corresponding interest.

(b) Other capital goods – 100 per cent in equal consecutive six-monthly instalments plus the corresponding interest.

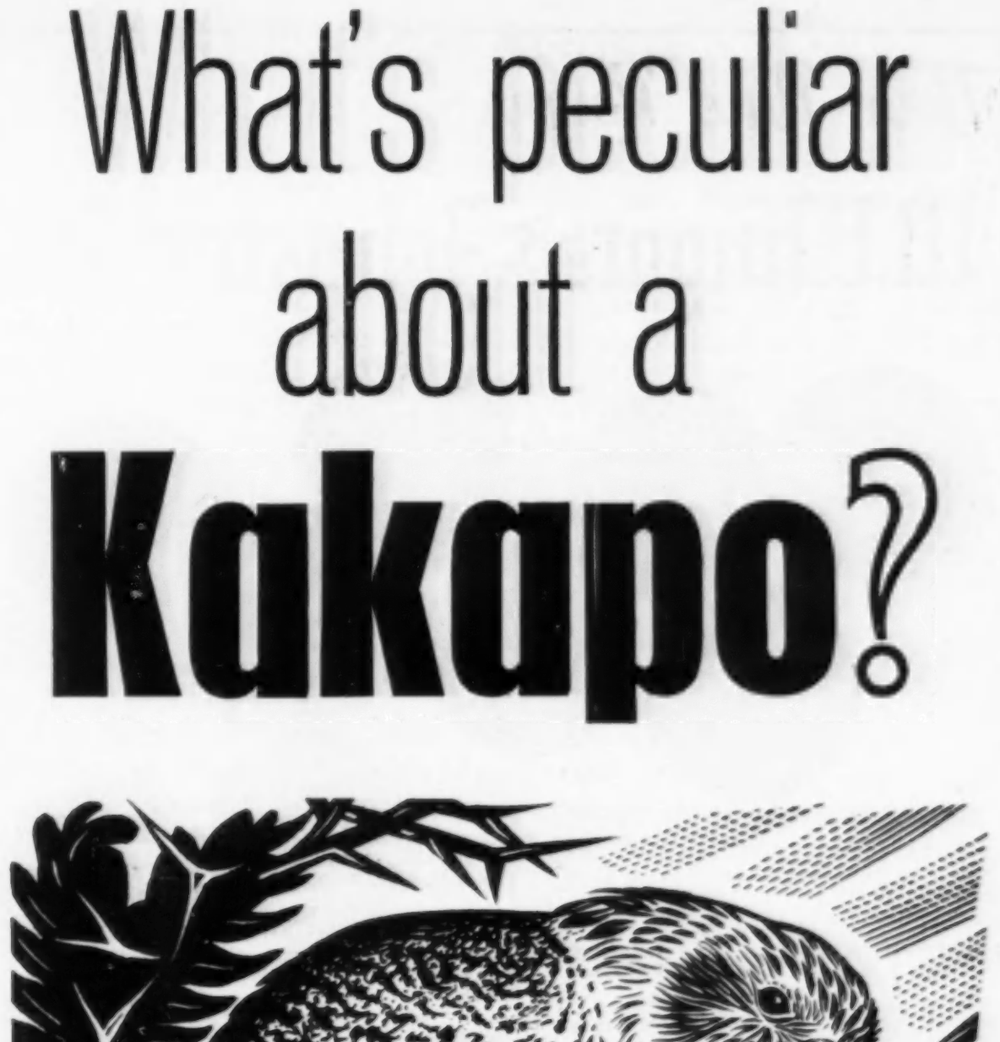
(3) The Bank of the Republic has been authorized to demand deposits in Uruguayan currency of up to the equivalent of the cif value of imports, without detriment to such prior deposits as may already apply. The deposits will be retained for a minimum period of eight months.

(4) Lists are being issued of raw materials which will be allowed into the country, but on terms of up to 180 days credit, and of capital goods (see para 2 above). Fuller details will be published as and when they become available.

Any inquiries in respect of this Notice should be addressed to Export Services Branch of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

What's peculiar about a

Kakapo?



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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
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TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above law:

Cylinders for containing liquid petroleum gas.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 10, 1965, page 597.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

FRANCE

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of October 22, announced that for the period from October 22 to June 30, 1966 inclusive, the quota for seed potatoes laid down under heading 07-01 A.I.a. of the customs import tariff has been fixed at 15,000 metric tons of early potatoes and 6,000 metric tons of floury potatoes (*variétés féculières*).

The conditions under which potatoes will be admitted under this quota are those laid down by an order of August 12, 1958, relating to the import of potatoes, and by an order of April 12, 1962, fixing the general conditions of import for quotas established in the customs tariff.

Import authorities will be valid for 30 days from the date of their delivery, but will not, in any case, be valid after June 30, 1966.

The full French text of this notice, including a specimen form of application for authority to import, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

GREECE

Customs tariff amendments

IN ACCORDANCE with Article 20 of the Agreement on the Association of Greece with the European Economic Community (Common Market) the first step towards the Common External Tariff became effective on November 1, 1965.

This stage affects those goods not listed in Annexe 1 of the Agreement and takes the form of an increase or reduction in the duties applied to goods originating outside the Common Market of 30 per cent of the difference between the rates ruling on November 1, 1962, and the Common External Tariff. In cases where the base rates are within 15 per cent of the Common External Tariff the move to the Common External Tariff (CET) becomes effective immediately.

A copy in French of the amendments to the tariff resulting from this move is available in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449/450).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of October 5 announced the following modification to the list of goods subject to import licence and quota restrictions:

Tariff No.	Description
51-04 B	Woven fabrics of continuous artificial textile fibres except flecked fabrics.

Any inquiries about the notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendment should be made to the Turkish Import List published in the *Board of Trade Journal* on July 30, 1965 (pages 256-263).

Global import quotas

Quota Serial No.	Tariff Statis. No.	
		New Quota
407	39.01.10 39.02.10 39.02.40 39.05	Only synthetic resins and cellulose derivatives (except those modified and polyester resins and lakes) only chemical derivatives of natural rubber (except homo polymer polyvinyl acetate and copolymers). (For manufacturers of solutions of rubber and of artificial rubber of neoprene basis, of artificial sole leather and inner sole and other adhesives of synthetic basis). A new industrial quota of $50,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the Ministry of Commerce.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

GHANA

Import licensing

IN A NOTICE which appeared in the Ghana Commercial and Industrial Bulletin of October 1 registered importers in Ghana were advised that they should apply to the Bank of Ghana, Exchange Control, Accra, for foreign exchange allocation before entering into contracts for the supply of goods under Open General Licence.

Details of the particulars which should be submitted in support of such applications may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 404, published in the Republic of South Africa *Government Gazette* of October 29, states that the Board of Trade and Industries have received an application for increase in customs duty on household spoons and forks, finished or unfinished (except flat blanks), of base metal, not plated with precious metal, from the existing rates of duty to:

(a) 90 cents per dozen less 75 per cent of the f.o.b. price, or 30 per cent *ad valorem*, whichever duty is the greater, in the case of tea, coffee, sugar, jam and other spoons of a similar size; and

(b) RI 70 cents per dozen less 75 per cent of the f.o.b. price, or 30 per cent *ad valorem*, whichever is the greater, in the case of soup, fish, dessert, table and other spoons and forks of a similar size.

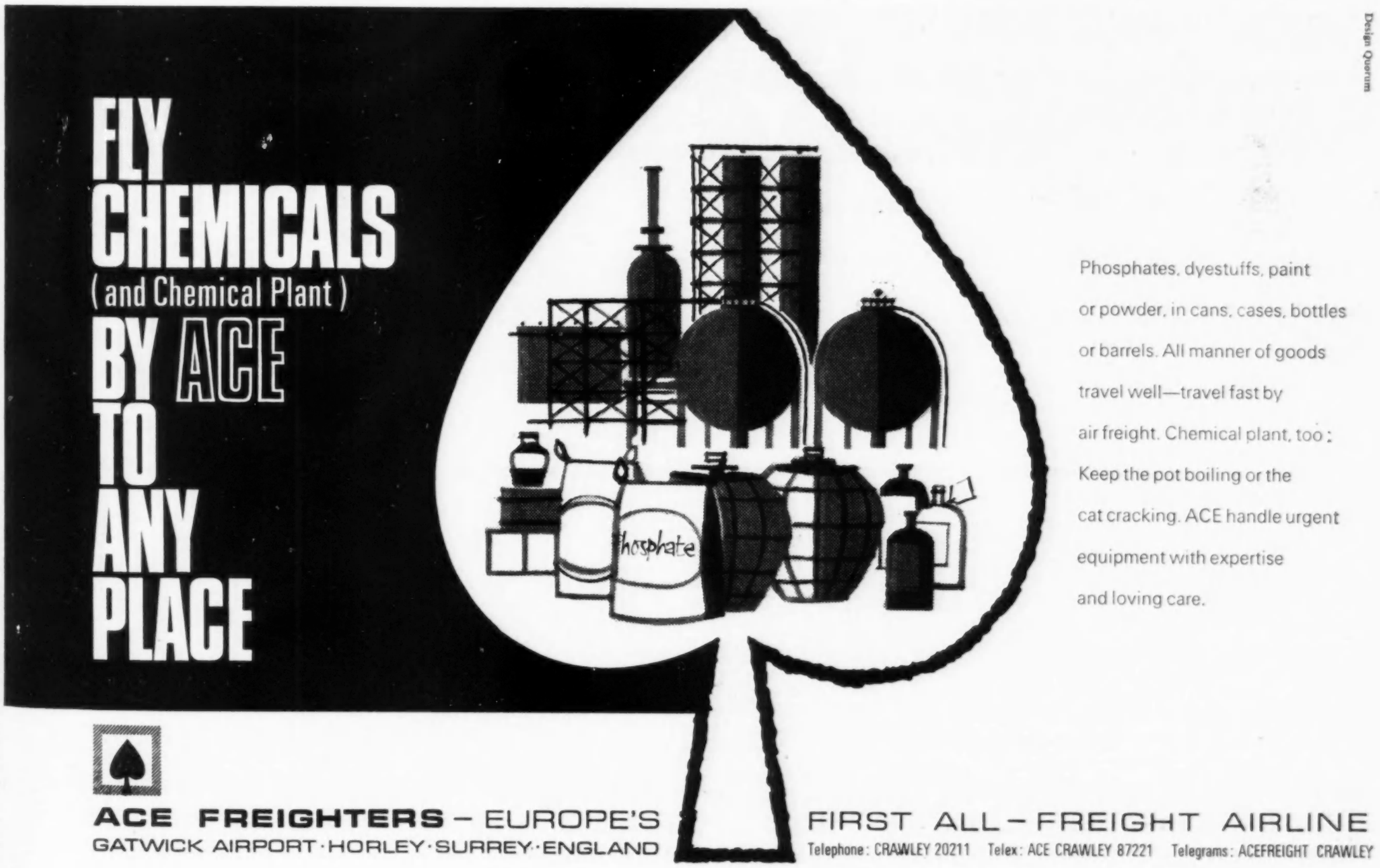
Those British trade organizations thought to be interested in the above application are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7912/65.

SINGAPORE

Import control of builders' hardware

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 258 which states that with effect from October 22, 1965, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

(*Continued on next page*)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SINGAPORE, *continued*

Code	Description of Commodities	Quota
698 110	Locks and padlocks (key, combination, or electric) and parts thereof of base metal, frames incorporating locks for handbags, trunks or the like and parts of such frames, and keys for any such articles, finished or not of base metal	60% of 1964 imports
698 121	Bolts, hasps, and hinges of base metal	60% of 1964 imports
698 129	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets, and the like, including automatic door-closers, base metal hat racks, hat-pegs, brackets and the like, excluding bolts, hasps and hinges	80% of 1964 imports

A Notification published on October 22, 1965, as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the abovementioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quotas will be restricted to an applicant's proved imports for the year 1964 on the basis shown above against the respective commodity and will be issued at intervals of three months commencing October 22, 1965.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before October 22, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and

(ii) the goods shall be re-exported within the period specified in the import licence.

This quantitative restriction on the abovementioned goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota, but such consignments are subject to the conditions outlined above.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before October 22, 1965.

Importers who have already established before October 22, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the Department within fourteen days of this Notice, documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or

(b) If the Letters of Credit have been fully or partially utilized, details of

(i) Value and quantity of goods already taken up: and,

(ii) the respective dates on which the quantities were imported.

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that subject to representations made in writing to the Minister of Commerce and Industry before November 20, 1965, it is proposed to declare the following Industry and Products to be a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Non-ferrous metal castings	(i) Recovered lead from remelting of scrap (ii) Recovered brass from remelting of scrap (iii) Recovered copper from remelting of scrap

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital investment in Malaya.

Information has also been received that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Manufacture of electrical appliances	(a) Vacuum cleaners
(B) Manufacture of electrical industrial equipment.	(b) Fractional horse-power motors

The proposal to designate these products was announced in the *Board of Trade Journal* of January 29, 1965, page 244.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference 1236/4/G.

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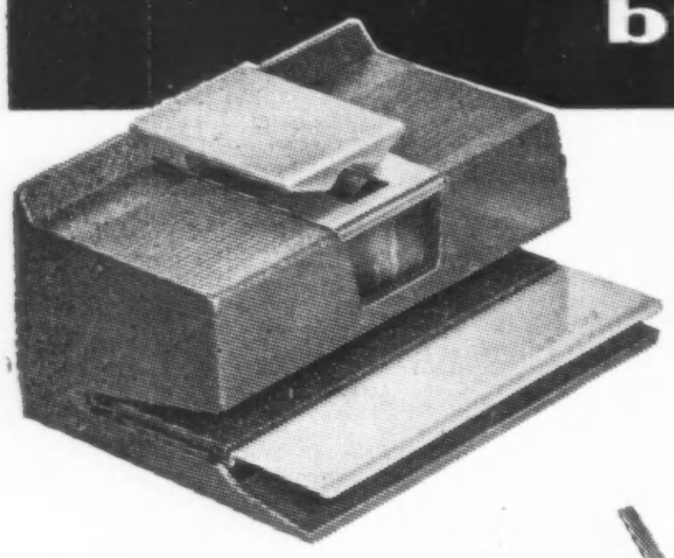

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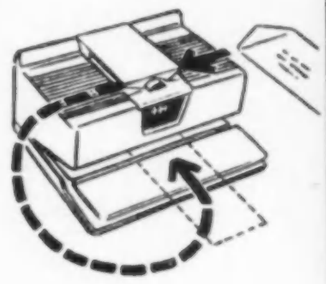

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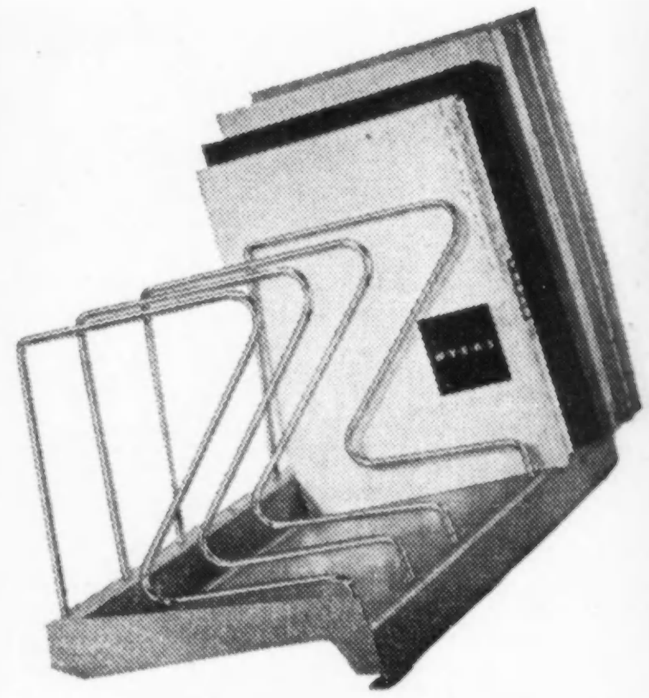

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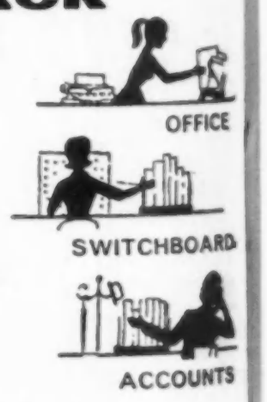

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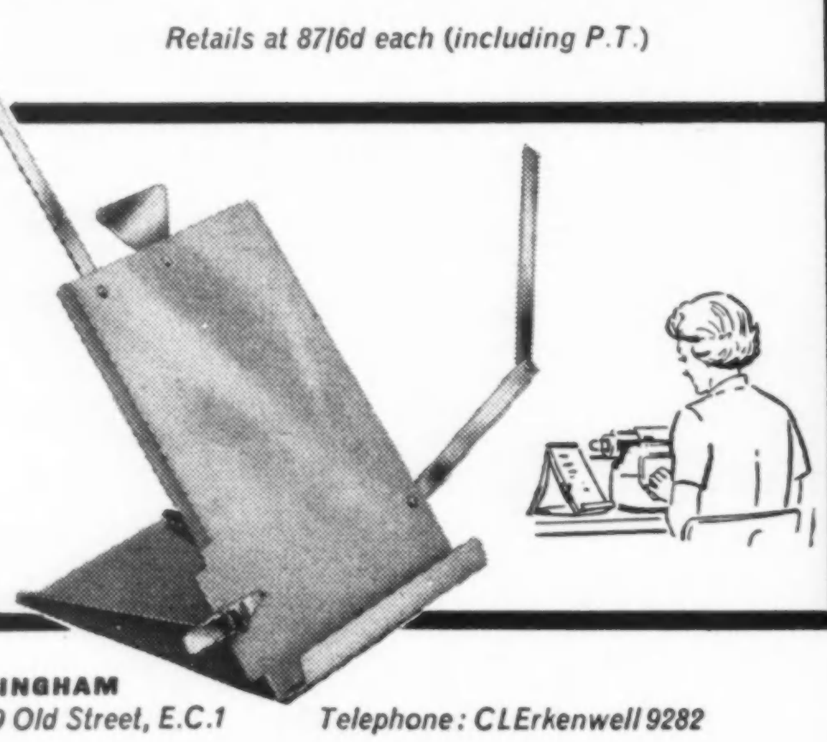

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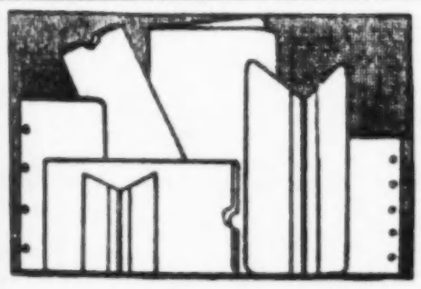

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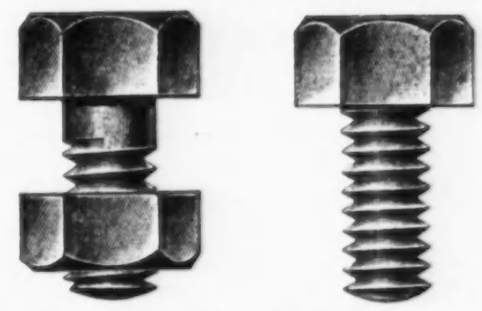

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AUSTRALIA

Tariff changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on man-made fibre piece-goods and woven cotton fabrics.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468.)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

IRISH REPUBLIC

Temporary import levy

THE GOVERNMENT of the Irish Republic has announced that, with effect from November 2, 1965 to March 31, 1966 a temporary import levy will be imposed on imports of finished consumer goods.

The goods to which the levy will apply are divided into two lists. Goods on List I will be subject to a levy of 15 per cent *ad valorem* (full); 10 per cent *ad valorem* (preferential rate applicable to United Kingdom and Canadian goods). Goods on List II will be subject to a levy of 15 per cent *ad valorem* from all sources.

Lists of the tariff headings concerned are held by Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450), to whom all inquiries should be addressed.

The lists will be published in the next issue of the *Board of Trade Journal*.

(*See page* 1128 *for other European notices*)

MISCELLANEOUS ADVERTISEMENTS

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	15 Oct. 1965
Chemical industries production (6-M)	21 May 1965
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Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
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Deliveries of certain products (Q)	1 Oct. 1965
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Hairdressing trades turnover (M)	15 Oct. 1965
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Board of Trade Departments, etc.

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Board of Trade Regional Organization	15 Oct. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	This week
United States Consular Offices in the UK	14 Aug. 1964

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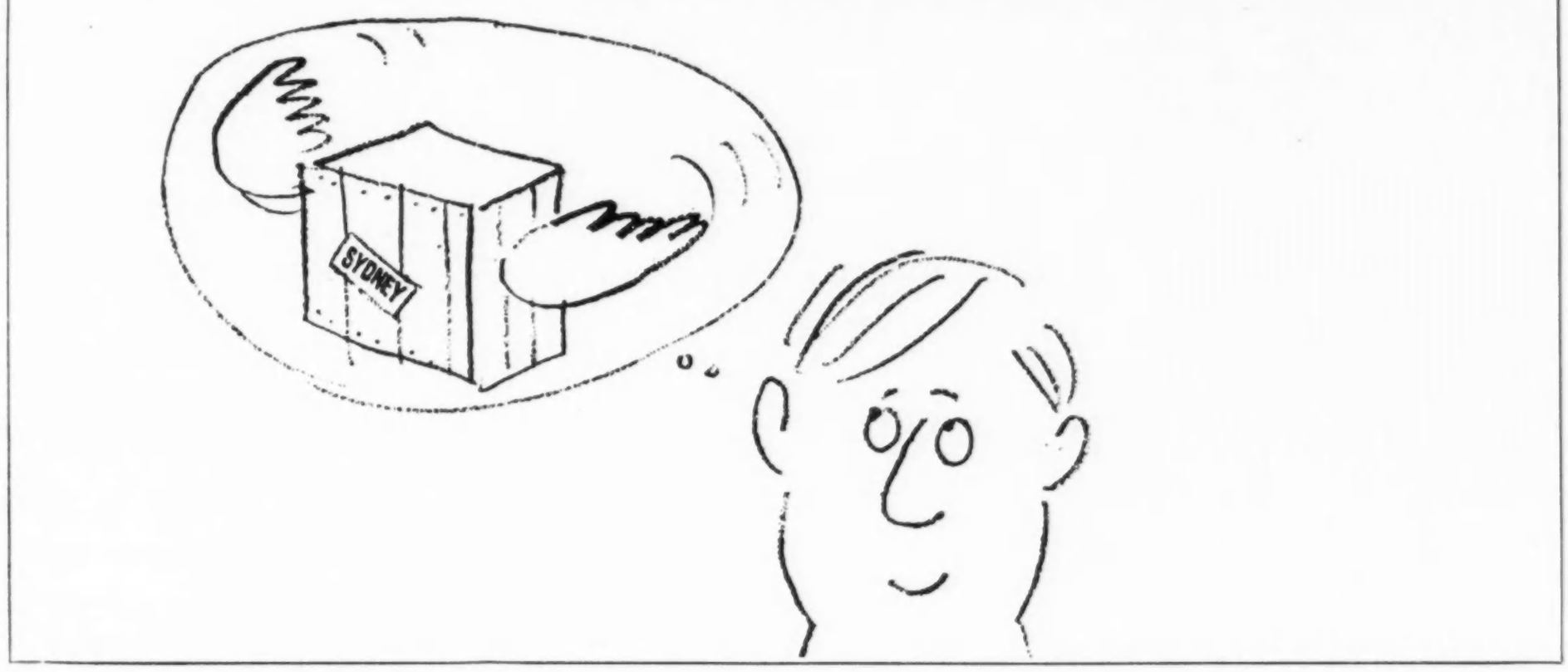

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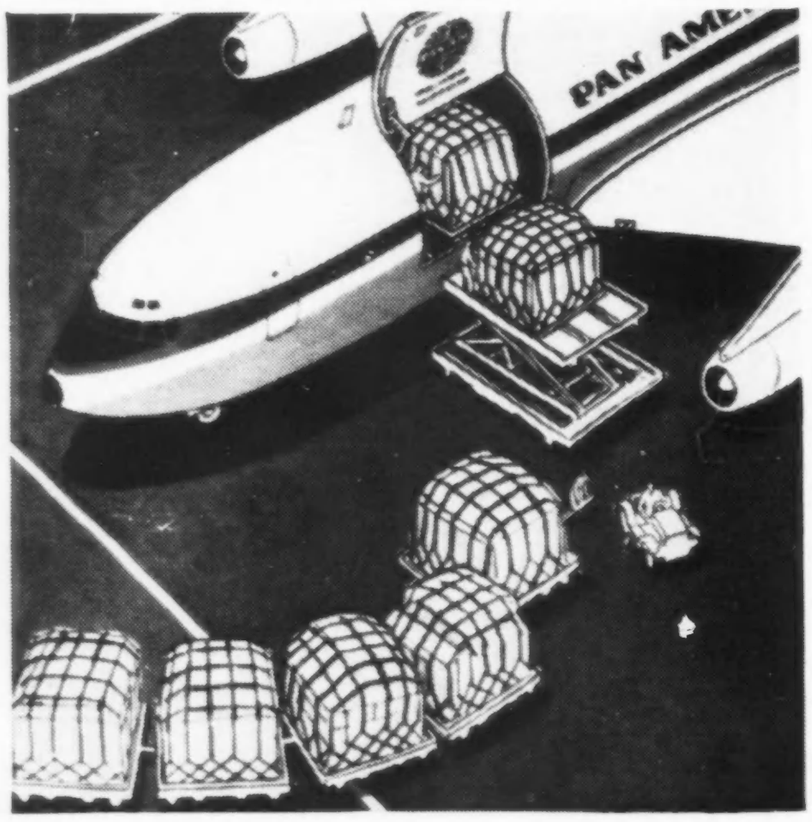

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